ledge, not

Mr Karl

ASIN E

10 To 2

्राष्ट्री स्टब्स्

 $\sim t_{\rm total}/25$

Canc'

Tuesday November 15 1988

D 8523 A

JAPAN AND 1992

Wary approach to the single market

Page 24

Shamir asked

to form next

government

World News **Tamil Tigers** gun down 28 Sinhalese in bus ambush

Twenty-eight Sinhalese were gunned down after the Tamii Tiger guerrillas held up a bus near Trincomalee, which stands between the Tamil north and ethnically mixed eastern province. Page 7

Secrets charge Helmut Kolasch, a West German engineer who worked on the Tornado fighter and the four-nation Eurofighter project, was charged with handing over documents to East Ger-

many and the Soviet Union.

Anti-semitic attack Anti-semitic vandals smashed or uprooted 17 tombstones and leared two others with Nazi swastikas at a Jewish cemetery in Bad Buchau, West Germany.

Canada poli tie Conservatives and Liberals were in a dead heat a week before Canada's federal election, according to a Gallup poll

which showed each had 35 per

cent support. Page 4

TV imports probe Cheap colour televisions from China and Hong Kong are being investigated for alleged under-pricing by the European Community. Page 10

Hawke to run again Bob Hawke, the Australian Labor Party's first three term Prime Minister, confirmed he intended to seek a fourth term.

Jenninger defended West German Chancellor Helwest German Chancedor Her-mut Kobl strongly defended the integrity of Philipp Jennin-ger, who quit as Bundestag speaker after an uproar over comments he made about the

Gandhi tariff signal Rajiv Gandhi, India's Prime to <u>Indian</u> industrialists that they should prepare for further lowering of tariff barriers.

Marcos court order US Supreme Court ordered ousted Philippines President Ferdinand Marcos and his wife Imelda to obey subpoenas for foreign bank records.

Former PM dies Takeo Miki, Japan's Prime Minister in the mid-1970s who tried to clean up politics after the Lockheed scandal, died aged 81. Page 7

Angola peace efforts Efforts continued in Geneva to close the gap between Angola and South Africa over the terms for a withdrawai of Cuban troops from Angola.

Turkish jali protest About 2,000 prisoners in Turkish jails protesting against alleged ill-treatment including

Page 4

torture and beatings are on hunger strike.

Med snowfalls Freezing weather brought snow to parts of the eastern Mediterranean as the worst winter weather for decades swept across the region giving Jerusalem its coldest night for 68 years at 1°C (34°E).

National honour Former astronaut John Glem and undersea explorer Jacques Cousteau are among 15 recipients of \$10,000 prizes awarded by National Geographic Society on its 100th anniversary.

Business Summary

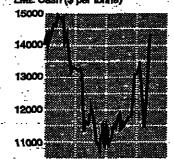
No.30,694

gains against yen, DM

DOLLAR'S slide was halted by a welter of supportive state ments from US and Japanese officials, backed by central bank intervention. Presidentelect George Bush said he would continue President Rea-gan's economic policies, include ng commitment to a stable dollar. Despite speculation of a "Black Monday" the dollar gained nearly one yen against the D-Mark in London. Lex, Page 26; Markets, Page 41 NICKEL prices jumped as stocks in London Metal

Exchange warehouses fell by

LME Cash (\$ per tonne)



450 tonnes to 1,308 tonnes just above the contract low of 1.802 tonnes of August 1962, Metal for nearby delivery rose \$900 to \$14,350 a tonne. Page 16

FRAMATOME, the French nuclear power plant manufacturer 40 per cent owned by the privatised Compagnie Générale d'Electricité is negotiating a joint venture agreement with Babcock and Wilcox of the US to expand its presence in North America. Page 27

MOUNTLEIGH chief executive John Duggan was sacked from control of the property group he was trying to restructure. Page 27

AACHENER und Münchener West Germany's fifth biggest insurance company, is to buy a 25 per cent stake in Volkstursorge, one of Germany's bigground Page 30

GUINNESS, the brewing and spirits group, has been refused the chance to make a final appeal to the Law Lords against a decision by the City of London's Takeover Panel that the company broke the takeover code by its involvement in a concert party purchase of Distillers shares. Page

UNILEVER announced third quarter pre-tax profits of £410m (\$230m), a 14 per cent increase In line with most City of London forecasts, the Anglo-Dutch consumer goods and food group turned in a 7 per cent rise in sales to £4.49bn. Page

CHASE MANHATTAN, third largest bank in the US, is adjusting its European strategy in anticipation of the creation of the unified EC market to concentrate on wholesale banking services for major corporations and upmarket private banking for individuals.

K mart, the second largest retailer in the world, is expecting record sales and earnings this year after a strong performance in the first nine months due to lower shelf prices, more advertising, and merchandis-ing. Page 28

HONEYWELL Bull, the computer manufacturer owned ointly by Groupe Bull of France, Honeywell of the US and NEC of Japan, yesterday announced a new mainframe

computer family. Page 28 BARLOW RAND, the South African industrial and mining group, lifted its operating profit by almost half in the year to September and is confi-dent of further growth this financial year. Page 29

Gorbachev says food supply must

MR Mikhail Gorbachev, the Soviet leader, dragged half the top ranks of the ruling Com-munist Party into the countrymuinst Party into the country-side yesterday for a public teach-in on the acute problem of food supply and the need for urgent agricultural reform. Providing enough decent food in Soviet shops was now the most critical single issue

facing the ruling party, he told them, in a new demonstration of the Soviet leadership's worry at a growing consumer backlash to economic reforms. He sought to show that there was a positive way to transform the Soviet economy – by granting more power to local initiative and giving farm workers the right to lease their

He took four other full mem-bers of the ruling 12-man Polit-buro, three of the eight candidate members, and a large number of party first secre-taries from republics and regions around the Soviet Union, to discover how one rural area has managed to transform its agricultural pro-The extraordinary session

took place in the town of They were told of one collectoryol, 225 miles south-west of tive farm chairiman – the ulti-

By Anatole Kaletsky in New York

THE POTENTIAL cost of

rescuing the hundreds of insolvent institutions in the US savings and loan industry is

growing at a rate of more than \$15bn annually, the Federal Deposit Insurance Corporation

The FDIC estimate, which publicly confirms for the flist time the enormous costs which

incurred by delaying a solution

to the thrift crisis until after

last week's elections, is bound to intensify the pressure on the incoming Bush Administration

to put the embarrassing and

costly S&L issue at the top of

next year's political agenda. Private analysts had guessed

that the cost of S&L insolven-

cies was probably growing at \$500m to \$1bn a month, sug-

gesting a bill of only \$6bn to

\$12hn for the past year of political procrastination.

the US Government

Moscow, in a new effort by the Soviet leader to hammer home his message of the need for radical changes in agriculture, including a switch from huge collective farms to leasehold tenure for families and groups

take top priority

of farm workers. Mr Gorbachev was back in his favourite public exercise, haranguing the crowds, but this time he exposed the rest of his normally sedentary fellow leaders to the sort of public brainstorming he has made a feature of his reform effort. However, in stark contrast to

his last public foray, when he faced sharp criticism over the lack of food supply in central Siberia, the crowds of Oryol told him they had all the meat and butter and bread they needed, according to last night's Soviet television broad-The party leaders heard how

more than 700 abandoned vil-lages in the region were being repopulated with immigrants from other areas attracted by the chance of working their own land held on leasehold or working in labour brigades paid by their results.

Bush faces pressure over

savings and loans rescue

the corporation.

They highlight an increasingly bitter political dispute

ingly bitter political dispute between the US commercial banking industry and the S&Ls. The FDIC is the government agency responsible for insuring commercial bank deposits and has no legal jurisdiction over S&Ls. These are regulated by the Federal Home

Loan Bank Board and insured

by its subsidiary, the aiready-insolvent Federal Savings and

Loan Insurance Corporation.
The FDIC's decision to step

beyond its own regulatory turf

in the banking industry was

motivated in part by the grow-ing fears in the banking indus-

try that Congress would try to divert the money in the FDIC's

\$16bn bank deposit insurance fund into a bail-out of the S&L

The FDIC's estimate of the

were confirmed yesterday by the FHLBB by thrift institution

ter of 1988.

the review.

and vegetable growing region which has managed to boost its meat production by 30 per cent over the past three years, and milk output by 17 per cent, according to Izvestia, the gov-

had abandoned the collective

to form his own family co-oper-ative and declare that he had

"never been happier."
Oryol is a livestock, cereal

erument newspaper.

"We came here specially because you have good results," Mr Gorbachev declared. The lessons of the region would be used to prepare next year's plenary meet-ing of the party central committee on farm reform.

He has made clear that the way forward is by a major shift from collective farming to leasehold tenure, to make farmers once more "master of their land", and not mere

"hired labourers."
Last week the central committee issued a formal plea to the whole farm sector, urging "extensive mastering of various forms of contract farming, lease relations and co-opera-tives (as) a shortcut to boosting farm production." Law reform, Page 2

at the end of the second quar-

At that point the FDIC esti-

nated that the 500-odd insolvent thrifts had aggregate losses of \$68.9bn. This was \$49.4bn higher than the corresponding figure for the end of 1985 and suggested that the

industry's degree of insolvency

annually, the FDIC study con-cluded. The corporation's offi-

cials also noted that the aggre-

gate losses had almost

certainly continued to grow at an accelerating rate since the

second quarter figures used in

The FDIC's assessment of the total costs of S&L rescues

was also considerably higher

than the FHLBB's latest esti-

Outside observers suggested that the higher FDIC figure

mate of \$45bn to \$50bn.

Thatcher stresses control of inflation

By Philip Stephens in London

MRS Margaret Thatcher, the British Prime Minister, yesterday delivered a confident assessment of the prospect of a "soft landing" for the UK econ-omy and reaffirmed that the defeat of inflation remained her Government's priority. Speaking before her visit to Washington later today, she

also underlined her view that strong Western defences were a prerequisite for better Bast/ West relations. She voiced confidence that Mr George Bush, the president-elect, would stick with the policies of Presi-

dent Reagan.
Mrs Thatcher, speaking at a banquet for the newly installed Lord Mayor of London, echoed recent comments by Mr Nigel Lawson, the Chancellor of the Exchequer, that the economy's performance in the past year had been, if any-thing, "a little too strong". Strong investment growth was welcome but too much con-sumption had been financed by too much borrowing. Recent rises in Britain's

base interest rates would, she said, discourage excessive bor-rowing and "in due course" would help to reduce the defi-cit on trade. She added: "We have taken action to make sure that inflation is kept firmly in check. Because the top priority". Mrs Thatcher made no reference to the recent political row

over Mr Lawson's reported comments on Government plans for greater targetting of state benefits for the elderly. But the tone of her remarks on the economy were closely in line with those of the Chancel-

Her message to the London Continued on Page 26

outgoing Prime Minister and leader of the right-wing Likud group, was nominated yester-day by President Chaim Herzog to form Israel's next gov-

Mr Shamir was chosen after receiving the support of religious parties holding the balance of power following this month's elections, but he immediately said he would aim to build a broad-based coalition, including the Labour Alignment.

Such a coalition, Mr Shamir's aides said, would provide a unified front to the outside

Mr Shamir now has the lux-ury of being able to dictate the shape of the new government. He can either bring in Labour in a secondary role, or form a narrow coalition capable of commanding a parliamentary majority with its small religious and right-wing allies. In either case the dream of Mr Shimon Peres, the Labour leader, of setting up an international peace conference as the way towards direct talks with Jordan and the Palestinians appears to have been con-signed to the dustbin of failed

MR Yitzhak Shamir, Israel's want an equal partnership in outgoing Prime Minister and any coalition and are reluctant to abandon their proposal for a Middle East peace conference.
A Labour faction led by Mr
Yitzhak Rabin, Defence Minister, is campaigning to stay in

office even in a junior role. After a brief meeting with the 73-year-old Mr Shamir, President Herzog urged the for-mation of a government which would calm Israelis and foreign Jews who fear that Israel is on the verge of a new era of religious extremism and intoler-

Preoccupied with their own hectic, late-night negotiations over the new government, scant attention is being paid in Israel to the parallel drama being played out in Algiers in the meeting halls of the Palestine National Council.

Editorials virtually ignore the potentially historic implications of the Palestine Liberation Organisation's delibera-tions. More attention, perhaps, would have been paid if the occupied territories had been riven with violent disturbances. But the exceptional precautions taken by the army over the past three days - including the cutting of tele-Middle East peace plans.

Further negotiations lie a curfew on the entire Gaza ahead. Several Labour leaders

phone links, mass arrests and a curfew on the entire Gaza Strip – appear to have paid off.

PLO set for historic policy declaration

By Andrew Gowers in Algiers

THE Palestine Liberation Organisation (PLO) will today launch a new phase in its struggle for a homeland by declaring independence and setting out a new political programme which implicitly recognises. Israel's right to exist within secure borders.

Barring an unlikely last minute upset, the Palestinians' National Council (PNC) meet. ing in Algiers is due to proclaim the establishment of an independent Palestinian state with Jersualem as capital, thus endorsing for the first time a two-state solution to the Arab-Israel conflict and renouncing the PLO's claim to all of what used to be British-ruled Pales-

Simultaneously, the PNC, which Palestinians regard as their parliament in exile, will issue a policy statement.

PLO leaders hope this statement will open the way to an international peace conference on the Middle East by specifically endorsing United Nations Security Council Resolutions 242 and 338 and calling for guarantees of Palestinians' national and political rights. It will not, however, mention Israel by name.

Resolution 242 of 1967 calls for withdrawal of the Israeli armed forces from territories they occupied in the Six Day War, and requires "respect for and acknowledgment of the sovereignty, territorial integ-rity and political independence

of every state in the area."

Resolution 338, passed six years later, requires immediate talks on a "just and durable peace in the Middle East."

Continued on Page 26

The FDIC figures, which were not intended for publication but leaked in Washington, public documents filed with attention standards. **Commodity nations to press** for compromise at Gatt talks

industry.

By Chris Sherwell in Sydney

commodity producing nations, disheartened by the lack of progress in the Uruguay Round of trade talks, has embarked on a co-ordinated strategy to press the big trading countries to compromise at next month's key mid-term review in Montreal of the General Agreement on Tarifs and Trade (Gatt). After a weekend ministerial bers of the group aim to step up their lobbying of the Euro-

eting in Budapest, the mempean Community, the US and Japan with their own detailed proposals, which were first put forward as a basis for talks in

Mr Michael Duffy, Australia's trade negotiations minister, who made some especially iunistic comments in Budapest, arrives in London today for talks with senior members

THE CAIRNS group of 13 of the British Cabinet. The South-East Asian members of the group - Thailand, Malaysia, Indonesia and the Philippines - are expected to press Japan to reach a compro-

The Latin American countries - Brazil, Argentina, Uru-guay, Colombia and Chile are thought likely to push Washington to arrive at an

The group, formed two years ago in the Queensland coastal town of Cairns, is made up of fair-trading commodity produc-ing countries which desperately want to see the reform

and liberalisation of world agricultural trade.

Ideally the group would like a commitment at Montreal to a freeze in the level of trade-distorting financial support for agriculture and a reduction

over the next two years of 10 per cent in aggregate outputbased farm support.
It is also seeking agreement on a framework of talks for the

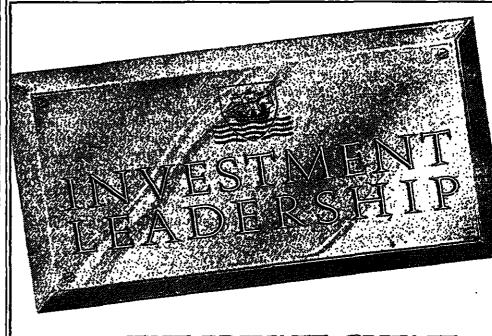
remaining two years of the Uruguay Round, to negotiate progressive cuts and the even-tual elimination of agricultural support.

Mr Duffy told the Budapest meeting that the positions of the US and the EC were "still

poles apart", and warned that, if there was no satisfactory compromise at Montreal "ther the entire Gatt Round will be soured".

This view was echoed in the

group's communiqué, which said the "inflexibility displayed by the US and EC posed a serious threat to achieving a suc-cessful outcome" in the Montreal review and even the whole Round.



FOR THE PRIVATE CLIENT

IF YOU WOULD LIKE TO HEAR MORE ABOUT OUR CONCEPT OF 'INVESTMENT LEADERSHIP' PLEASE CALL BRYAN BAUGHAN, PETER CLARK OR PAUL GIBSON ON 01-929 5269 OR WRITE TO CITY MERCHANTS INVESTMENT MANAGEMENT LIMITED, 9 DEVONSHIRE SQUARE, LONDON EC2M 4YL



A member of The Securities Association and the International Stock Exchange

MARKETS France CAC General Index

INTEREST RATES Federal Funds 8.2% 3-mith Treasury Bills: yield: 7.98% Long Bond: 10033 yield: 9.04% close 1232% (121₈)

STERLING .. New York close \$1.8090 (1.8105) \$1:8085 (1.8155) DM3.1550 (3,1475) FFr10.7775 (10.76) SFr2.8475 (2.8425) Y223.25 (222.75)

New York close DM1.74575 (1.7375) Aug 1988 Nov SFr1.46625 (1.459 Y123.775 (122.85) DM1.7445 (1.734) FFr5.9600 (5.9275) SFr1.4845 (1.455) Y123.40 (122.65) OOLD

STOCK INDICES New York close Dow Jones Ind. Av. 2,065.08 (-1.95) S&P Con 267.72 (-.20) FT-SE 100 1,794.3 (-8.4) World: 135.36 (Fri)

Tokyo Nikkei Ave 28,520.90 (+31.33) Commerzbazi

Brent 15-day (Argus) New York | Intest \$13.10 (+ .025) (Dec) West Tex Crude \$14,235 (+.12) (Dec)

CONTENTS Saudi Arabia weathers the storm of Iranian wrath



Saudi Arabia, its stability apparently unim-paired by the Gulf war, is taking the lead appropriate to its size and wealth with King Fahd striking a more balanced relationship between the Gulf states and Iran

Arts-Reviews . World Guide Commercial La

Technology: A higher spec for the Soviet machine .. ts Problems of setting up a franchise in Portugal ... Editorial com Reciprocity in the Middle East ... National security: In defence of a good Lext Markets; Abbey; BOC; Mountleigh; Unilever Stock Markets . -Wall Street . rciel Law -London 41-47

Greece: Rise and fall of banking tycoon

omacy: End of an era in US-Japanese

Inti. Cepitel Markets
Letters
Letters
Management
Money Markets
Observer Unit Trusts

EUROPEAN NEWS

Brussels go-ahead soon for VW link with Wagons-Lit

rental businesses of Wagons-Lit, the Franco-Belgian travel and leisure group, and Volks-wagen, the West German car-maker, is expected to get clearance shortly from European Commission competition authorities.

The companies announced the deal last March, but subsequently applied for Brussels' go ahead to avoid the risk of any surprise interventions in what is now the largest European-owned car rental group. A growing number of merger partners are understood to be seeking clearance from the Commission, which is pushing aggressively to extend its anti-

Commission officials competition to the benefit of expressed surprise at suggestions that the companies draft decision.

A MERGER between the car sought backing from Brussels on the grounds that they thought the French Government had reservations about

> distort competition because the EC car rental market is frag-mented. The new group will still be smaller than US-owned Hertz and Avis Europe. The merger "will help to improve the two companies' competitive capacity in a growing and international service industry. and will moreover reinforce

Cyprus looks to join next batch of EC entrants

By David Buchan in Brussels

CYPRUS WANTS to join the European Community as part of the next batch of new entrants that is likely to be led by Austria and may include Malta, President George Vassi-

liou said yesterday.
"We want to be part of the enlarged Community," Mr Vassiliou said, going on to suggest that his country was "ready at any time" to discuss common negotiating tactics with Austria and Malta, the two other countries considered most likely to be the next applicants for EC membership.

The Cypriot strategy seems to be to wait for Austria to move and then follow in its political slipstream, rather as Denmark and Ireland did with the UK in 1973.

But Mr Vassiliou recognised that Cyprus' entry was depended crucially on the Community. The latter, he said, had made clear it did not want any new members before it completed its planned single market programme by the end of 1992, though this did not necessarily preclude entry negotiations starting.

the deal. The merger brings together Wagons-Lit's Europear subsidiary, which has 33,000 vehicles at its disposal, with Volkswagen's InterRent offshoot, with 30,000 cars. The Commission argues that the deal will not

As Mr Claude Cheysson, the EC's Mediterranean policy

commissioner, pointed out yes

terday at a joint news confer-

ence, Cyprus was, in terms of relations with the EC, ahead of

the European Free Trade Asso-

In October 1987 Cyprus and the EC committed themselves to phasing in over 15 years not

just free trade, but a full cus-

toms union sharing a common external tariff towards third

countries. Mr Vassiliou said Cyprus would also be copying the EC soon in basing indirect

taxation on value added taxes.

The Cypriot President said he still had "substantial differ-

ences of opinion" with Mr Rauf

Denktash, the Turkish Cypriot leader, in the latest round of

inter-communal talks. He

rejected the idea that Cypriot entry into the EC might

depend on improved relations

tween Turkey and Greece.

ment in Cyprus is, in Greek

eyes, a precondition to any

approval of the EC entry appli-

cation which Turkey made in

However, a political settle-

ciation countries.

and supposed to be submitted by the end of the year. The judicial reform and penal code were expected to be ready for the session of the Supreme Soviet later this month.

Mr Sukharev said it was impossible to give a precise timetable for the reforms, because of the drafting negotiations.

authorities are facing criticism on two fronts: they are accused of giving too little time to debate constitutional changes in the electoral system, and to create an executive presidency, which are supposed to be approved at the end of the month. But they are

He said that all the legal

Soviet law reform falls

schedule By Quentin Peel in

behind

SWEEPING PLANS for the overhaul of the Soviet legal system, including both the penal code and the law courts, penal code and the law courts, are being held up by big diffi-culties in the draffing process, top legal officials in Moscow revealed yesterday.

Mr Alexander Sukharev, the Progrator General

Soviet Procurator-General. said some bills had to be "very seriously revised and require redrafting and a second round of discussions", in the clearest indication to date of the stormy political debate underlying the legal reform process. The bills under discussion include not only a new penal code and judicial reform in an effort to ensure an independent judiciary, but also new legislation on youth, on devo-lution of power to local authorities, on the press and on religious rights.

All were promised by the Extraordinary 19th Commu-nist Party conference in June,

The irony is that the Soviet

end of the month. But they are also accused of dragging their feet in putting forward the other legal reforms.

Mr Sukharev revealed that the membership of some of the legal drafting committees had been changed in the course of negotiations — although he did not reveal which. One of the bills known to have been the bills known to have been sent back for redrafting is that on the press, criticised by reformers as much too restric-

Reformist tide laps feet of Prague leaders

Leslie Colitt, recently in Czechoslovakia, on mounting pressures for change there

MR ALEXANDER DUBCEK. the former reformist leader of Czechoslovakia, threw his full support behind Mr Mikhail Gorbachev's economic and political reforms during an emotional visit to Italy at the

weekend.

But the Soviet leader is unlikely to reciprocate by espousing the cause of reforms in Mr Dubcek's homeland. Indeed, Mr Gorbachev recently gave the anti-reform leadership in Prague a new lease of life. He implicitly endorsed last month's reshuffle of the Czechoslovak leadership which led to the ousting of Mr Lubomir Strougal, the reform-minded Prime Minister. At the same time Mr Jan Fojtik, the hard-line ideological Central Committee secretary, emerged strengthened. The party's pre-sidium was packed with

younger conservatives.
Czechoslovaks who had
hoped Mr Gorbachev would push Mr Milos Jakes, the party leader, towards reforms, were deeply disappointed. But Mr Gorbachev, who is immersed in problems at home, has no desire to re-open the Pandora's box of Czechoslovak reforms. He made this very clear during a visit to the country in May. Nevertheless, Prague's orthodox leadership faces what may be its most serious challenge since coming to power nearly 20 years ago in the aftermath 20 years ago in the aftermath of the Prague Spring. Two decades of near total

passivity ended last August 21

Mr Alexander Dubcek (right) denied yesterday that at the last moment he had censored criticism of the Czechoslovak leadership from his speech at Sunday's honorary degree cer-emony at the University of Bologna, writes John Wyles.

The "Prague spring" leader said he had had to shorten his prepared remarks in view of the time available for the ceremony which was broadcast live by Italian television, He read only about four pages of a 12-page address, omitting a statement blaming the Prague regime for economic stagnation and loss of morale in his

Earlier last week, the forme Czech politician had expressed public fears about being prevented from returning to his home in Bratislava. But if time, rather than caution was the basic constraint, then the Italian authorities will be heavily criticised for allowing the University's rector, Mr Fabio Roversi Monaco, and the

in Prague. They flared again on October 28, National Day, but this time the protests were quickly put down by riot police under a tough, newly appointed Interior Minister. Yet the tiny but active oppo-sition in Czechoslovakia senses

an important shift in the public mood. "For 20 years everyone knew that if we did something the Russians would come. This barrier of fear is slowly begin-

president of the Rai television network. Mr Enrico Manca, to make inordinately long speeches which crowded out the contribution which everyone had wanted to hear.

ning to crumble," Ms Anna Shabatova, a co-founder of the Charter 77 human rights group said. The young people who demonstrated had no memory of the invasion and took to the streets spontaneously. "They had had enough of lies."

Cardinal Frantisek Tomasek, the outspoken 89-year-old Czechoslovak primate, expressed open admiration for the young protesters who showed "greater courage" than

"It is a new phenomenon and we have renewed hope," he remarked at the archbishop's palace. It stands symbolically in the shadow of Prague Castle where President Gustav Husak resides. Cardinal Tomasek said another positive sign was the endorsement by more than 600,000 Częchoslovak Catholics of a petition to Mr Husak, demanding an end to religious

persecution.
Unquestionably, the growing unrest is being fuelled by resentment about shortages of consumer goods and creeping inflation. Mr Miroslav Pavel, the government spokesman, acknowledged that supplies of durable goods had worsened and that a "certain nervous-ness" existed about next year's

ness" existed about next year's planned price rises.

In order to plug the gap in domestic supplies, the Government is expected to increase imports of consumer goods from the West. But while this may quell dissatisfaction temporarily it cannot solve the underlying problems. underlying problems. Mr Karel Dyba, an economist

with the Czechoslovak Academy of Sciences, said one of the main problems was that Czechoslovakia continued to invest heavily in production of heavy machinery. Spending rose 11 per cant this year although the Soviet Union, the main market, is cancelling machinery orders as a result of its reforms. In most cases the special purpose machinery arrives in Czechoslovak ware-

Equally serious, Mr Dyba pointed out, was Czechoslo-vakia's growing deficit in its non-Communist trade which amounted to \$120m in the first three quarters of this year. He cautioned against using Western credits to keep Czechoslovak heavy industry "running and employing people" to pro-duce unwanted machinery. Mr Dyba said the "dismal" 2 per cent nominal growth in

output this year as well as growing indebtedness and consumer goods shortages resulted from past failure to reform. The economic changes intro-duced experimentally over the past year give little reason for optimism. The 440 self-financ-ing companies do not include any of the glant companies that have been making losses. However, company directors are now able to decide whether a certain share of output can be sold to the West. Managers

ically entitles the company to a portion of its hard currency receipts.
All indications are that the party will procede very cautiously with economic reforms while keeping the brake on political reforms, at least until the next party congress which Mr Jakes has moved forward to

can also retain some more

money for investments and

have an account which theoret-

But the key problem remains that a rapidly deteriorating economy and growing public impatience may force changes on the party whether or not the leadership wants them.

Mr Azemi, who studied with

Mr Milosevic, has apparently won the confidence of the Ser-

Unlike previous demonstra-tions which were run by the

Committee for the Defence of

Kosovo Serbs and Montene-

Kosovo leaders expected to quit as pressure mounts

By Judy Dempsey in Belgrade

THE increasingly beleaguered party leadership in Yugoslavia's province of Kosovo is expected to resign later this week following renewed pressure from the Republic of Ser-

The leadership, headed by

Mrs Kacusa Jasari, is due to discuss today which leading members of the the provincial committee are responsible for the ethnic tensions in the region. If Mrs Jasari – along with Mr Azim Vlasi, a former party leader of Kosovo - resign, it will almost certainly reforms should become law at represent a victory for Mr Slobodan Milosevic, Serbia's pow-

erful and populist leader. Mr Milosevic, along with Ser-bian nationalists, regard top officials in Kosovo as responsible for the continuing emigration from the region of the Serb and Montenegrin minori-ties, who, they claim, are being intimidated by the largely eth-nic Albanian population. During last month's impor-

tant central committee meeting of the Federal Party, Mr Milosevic failed to topple the leadership in Kosovo, which is constitutionally linked to Ser-He was also unable to purge

the Federal Politburo after sev-

eral republics united in preventing Mr Milosevic, and ulti-mately Serbia, from gaining political dominance in the Fed-

eral party.
One of Mr Milosevic's sup-porters, Mr Dusan Ckrebic. eventually lost a crucial vote of confidence from the central committee to remain on the

Politburo. That meeting represented a temporary setback for Mr Milosevic who still believes the present Federal leadership is responsible for the serious economic and social problems fac-

ing the country.
Licking its wounds from the

فتنفيا والمصفوع عوادات وفالتجوي

embarrassing defeat, Serbia has since continued to focus on Kosovo, and particularly on demanding the resignation of Mrs Jasari and Mr Vlasi. Mrs Jasari, half-Montengrin

and half-Albanian, so far has resisted these attacks, relying on support from the Kosovo But it now seems the pres-sures from Serbia and pro-Ser-bian factions within Kosovo

make her resignation seem inevitable. If she resigns, Mr Husamedin Azemi, head of the party in

Pristina, Kosovo's provincial capital, will take over.

grins, a fiercely pro-Serbian nationalist movement, this one is organised by the Serbian branch of the pro-party Social-ist Alliance of Working People. If Mrs Jasari resists that pressure it is still likely a ple-

bian party

num of the Serbian par-ty – which starts next Monday - will renew calls for her resignation.

Banco di Sicilia

HAS TWO NEW BRANCHES

After Frankfurt, London, Los Angeles, New York, Paris and the Luxembourg subsidiary. Banco di Sicilia International S.A., Banco di Sicilia is pleased to announce the opening of two more branches in

LYON and MUNICH

68, Rue Mercière - 69002 Lyon Tel. 78370775 Telex 30045 Telex 300455 Tel. 283075/6 Telex 5214060

The two branches complement the already wide international network of Banco di Sicilia. which comprises seven foreign branches, a subsidiary and five representative offices in Brussels, Budapest, Chicago, Singapore and Zurich.

Reserve your place in Hamburg's history.

1989 is a very special year.

For Hamburg, one of the world's most important port cities, celebrates its 800th anniversary with a year long calendar of special fairs and events.

But 1989 also offers a unique opportunity for reaching enfor businessmen in shipping and commerce.

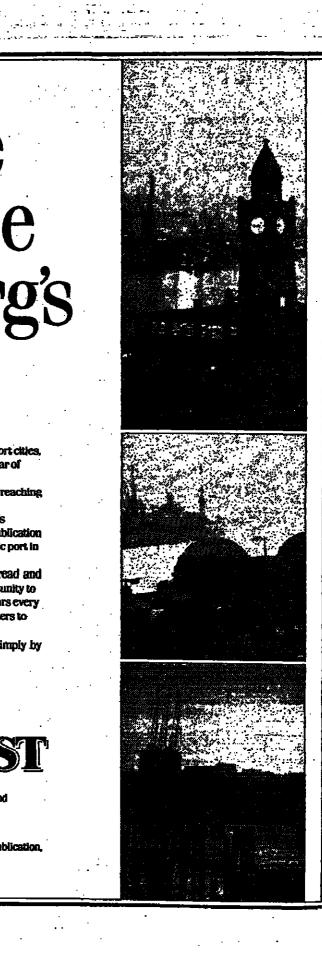
Because Lloyd's List will be celebrating Hamburg's anniversary in style. With an exclusive supplement publication that will trace the fascinating development of this historic port in over 300 beautifully printed, colourful pages.

It is a publication that key people will want to read and keep. And it is a publication in which you have the opportunity to advertise; reaching a market that spends billions of dollars every year on goods and services ranging from ships and bunkers to high technology and specialist consultancy.

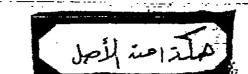
Reserve your place in the history of Hamburg simply by contacting Ian Vernau on 01-250 1500.

Telephone 01-250 1500 Telex: 987321 (LLOYDS G) Fapikille: 01-250 0998

If you wish to order your copy of this unique celebratory publication, contact Ron Carpenter on 0206 772379.







EUROPEAN NEWS

Banker's disappearance puts Greek Government under the spotlight

Andriana Ierodiaconou picks her way through the maze of a banking and political scandal that reads like the plot of a thriller

HIS is the incredible tale of the rise and fall of a Greek tycoon: introducing Mr George Koskotas, 34, banker, press baron and protagonist of one of the grawage according and nolitical gravest economic and political scandals in Greece's history.

Before a bewildered Greek public, that scandal so far has prompted the resignation of two Socialist Government Ministers and generated a unani-mous call by the opposition parties for the Government's resignation and the holding of early general elections.

When Mr Koskotas vanished into thin air on the weekend of November 5 from under the noses of an elite security force assigned to keep him under surveillance, he stood charged with embezzlement, the use of illegal or forged documents in foreign currency transactions, and libel.

THE WASHINGTON THE WA

nounts

The state of the s

 $N = 2 \cdot C_{\infty}^{-1}(\frac{2\pi}{n})$

The full account of his activities, however, may never be known. It appears to lie hidden in a maze of fictitious or secret bank accounts, opaque business dealings and twilight political relationships which, in the words of a senior Bank of Greece official, "would make a good plot for a thriller."

The Bank of Greece is the only entity that could lay any claim to the title of hero in that thriller. The bank has now publicly charged the Govern-ment with obstructing the investigation into Mr Koskotas' affairs and it has become clear that, if Mr Dimitris Chalikias, the Bank's Governor, and Mr Stathis Papageorghion, his deputy, had not acted as amateur sleuths, that investigation might not have got off the

What is known about Mr Koskotas is extraordinary enough in itself. The son of a working class family which emigrated to the US, where his father set up a house painting and renovating business, Mi Koskotas returned to Greece at the age of 25 in 1979 and became an employee of the Bank of Crete, a small private Greek bank. He began to emerge into the limelight in 1982 when he set up the pub-lishing firm Grammi and began to issue the weekly pho-

to-magazine Ena. Two years later Mr Koskotas first attracted the attention of the Bank of Greece when he acquired majority share conFrom then on his rise was meteoric. Grammi mushroomed into six magazines, three daily newspapers and a commercial radio station, meanwhile transferring its original modest downtown Athens headquarters to a mul-ti-million-dollar installation sited north of the capital.

The Bank of Crete likewise increased its presence from 30 to over 60 branches around Greece. Offering depositors interest rates one to two per-centage points higher than its competitors, it moved to the position of second largest Greek private bank, covering about two per cent of the mar-

by huge deposits from public-sector organisations which, according to the Bank of Greece, "cannot be wholly justifled by the higher interest

Mr Koskotas also entered the realm of sport with the acquisi-tion of the highly popular Pireaus-based Olympiakos foot-ball team. Mr Koskotas himself set the total value of his investments at \$100m, which he claimed to have transferred to Greece from abroad. According

Portuguese

bank forms

Spanish link

By Diana Smith in Lisbon



Koskotas: November flight

to the Bank of Greece, however, Mr Koskotas was in fact largely financing his activities with Bank of Crete funds channelled through his personal

The most upwardly mobile of Greeks soon became one of the most politically influential. Mr Koskotas' social functions featured more cabinet ministers than many an allied embassy reception. The visible source of his influence lay in Grammi which, at a time when the Gov-erment's relations with the rest of the press were deterior-ating, gave the Socialists valuole backing. Mr Koskotas also made

important inroads into the right-wing press. Mrs Helen Viachou, the grande dame of the Greek publishing world, was persuaded to sell her pres-tigious conservative daily Kathimerini to the young entrepreneur and a second leading conservative daily, Vradyni, was subsequently added to Grammi's arsenal.

The first sign that the emperor might be wearing no clothes came in October 1987, when a security check in the US of a group of businessmen invited to the White House, Mr Koskotas among them, revealed that he was wanted in that country for tax fraud. After an unsuccessful attempt to leave the US by declaring his confiscated passport lost to the Greek consular authorities, Mr Koskotas was finally allowed to return to Greece on payment of \$1m in bail. It also emerged that the young banker, who claimed to be a PhD, had been convicted

and fined in the US in 1974 for forging letters of qualification from American colleges. Although the tax fraud case was later dismissed due to insufficient evidence, the die was cast in the eyes of the

Bank of Greece.
Incredibly, back in Greece
Mr Koskotas remained in place
at the Bank of Crete. Behind the scenes Bank of Greece recommendations that he be asked to step down pending an investigation fell, sources say, on deaf government ears. A January 1988 Bank of Greece proposal for the introduction of the control of the c tight rules in the acquisition of private banks, aimed directly at the Koskotas case, similarly

failed to make headway.

When the axe finally fell when the are infany len
almost a year later it was
wielded by a group of rival
newspaper publishers who
sought to neutralise Mr Koskotas by calling on the Govern-ment to look into his financial affairs. Under pressure from the publishers' lobby a Bank of Greece investigation was ordered by the Economy Ministry last June.
The thriller then gained momentum. Only days after

the investigation was launched

Finally, on October 18, the Bank of Greece hit pay dirt in the form of an official confirmation that a document provided by Mr Koskotas showing an approximately \$13m Bank of Crete foreign currency account with a major international investment bank was

ment of a Bank of Greece comit was revealed that the Government was poised to approve 42.5 per cent Bank of Crete par-ticipation in a proposed develof Crete and conduct a full audit, scheduled to be com-pleted by November 20. opment corporation for the Aegean region. These plans According to Mr Chalikias the were withdrawn after a general outcry. Meanwhile the investiaudit is expected to show that the bank is approximately Drachmas 20bn (\$136m) in the gation became bogged down in a law on the confidentiality of bank deposits, invoked by Mr Koskotas to deny the Bank of

At the end of the day, unanswered questions on the Gov-ernment's role in the Koskotas affair abound, reinforced by the beleaguered tycoon's mys-terious disappearance. The Government's disclosure that Mr Koskotas sought to block the legal process with a forged document purporting to show the payment of millions of dollars in bribes into bank accounts abroad in the names of senior Socialist officials, including Mr George Papan-dreou, the Prime Minister's son and Education Minister, has scarcely comforted public opin-

ion. Even if the Government holds out to the end of its term next June, in the next general elections the tale of the rise and fall of a Greek tycoon could prove the tale of the rise and fall of the Greek Socialist

Combative Haughey steps back into the political ring

By Kieran Cooke in Dublin

LOOKING PALE and rather thin but none the less in fighting mood, Mr Charles Haughey, Ireland's Prime Minister, returned to the political

stage yesterday. Mr Haughey has been seri-ously ill for a month with kidney and respiratory problems, and his first public engagement in weeks was therefore akin to Napoleon's return to Paris. Most of the cabinet were there to sing "Arise and Follow Charlie" as Mr Haughey arrived for a local meeting of the ruling Fianna Fail party. Some even broke into the soccer supporters' chant "Here we

go, here we go."
While admitting he had been
"fairly ill," Mr Haughey denied he had thought of stepping down from office or had been

advised to do so.

The Prime Minister was

being made by the opposition on his Government, particularly over allegations that he was trying to gerrymander constituency boundaries and

national lottery funds. Mr Haughey said he did not want an election but would call one if it became necessary. "If things become impossible in the Dail (Parliament) and the Government cannot carry out its normal parliamentary duties, something will have to give way," he said. The Government would not be put off its policies of economic reform.

Mr Haughey's first parliamentary engagement is likely to be tomorrow when he is due to announce Ireland's long-delayed appointment of its new European Commissioner. Mr Ray MacSharry, Ireland's Minister for Finance, is heavily obviously frustrated by the tipped to go to Brussels to increasingly forthright attacks replace Mr Peter Sutherland.

Portugal's Communists demote leading reformer

SPONSORED SECURITIES

PORTUGAL'S Communist party, one of the most Stalinist in Western Europe, has expelled a leading reformist from its central committee, rejecting her invocation of Mr Mikhail Gorbachev's ide distorted and insidious, Reuter reports from Lisbon. "Zita Seabra's conduct, in

choosing the path of defiance, is incompatible with her post as member of the central committee," said a statement.

186 Ass. Brit. Ind. Cols. 25 Armitage and Rhod

25 Armitage and Rhodes
158 BBB Design group (USM)
158 Bardon Group
100 Bardon Group
100 Bardon Group
100 Bernshill Cone. Pref.
266 CCL Group Graffasty
124 CCL Group 11% Come. Pref.
129 Carbo Pix (SE)
100 Carbo 7.5% Pref (SE)
147 George Shair

100 Tortey & Carible Com Peef.
100 Tortey & Carible Com Peef.
100 Tortey Holdings (USM)
100 Unband Europe Com Pref.
203 W S-Yeates

"She has presented herself as a victim of political persecu-tion, constantly invoking perestroika (restructuring) in a systematically distorted and

insidious way.

Ma Seabra, who remains a member of the party, was defi-ant. She told reporters: "These repressive methods seriously harm the party and show fear of reality, fear of change, fear of internal debate and fear of

4.0 3.8

21 27 6.7 5.2 11.0

14.7 61 10.3 12.0

. 33

Momber of the Stock Exchange & TSA

30 123 6.5 43 20 37.1 2.6 13.5

10.7 2.9 10.1 7.4 6.3 9.4 5.1 60.6

THE SMALL, specialised Banco de Comercio e Industria (BCI), has become the first Portuguese commercial bank to form an international partthat his party had misallocated

nership. Shareholders have accepted a proposal by Spain's Banco de Santander to acquire 10 per cent of BCI's equity. Santander, one of Spain's seven big bank groups, acquired a European network by buying into the Royal Bank of Scotland and Milan's Isti-

tuto :Bancario: its deal with BCI will plug the Portuguese bank into this network and greatly expand its scope.

"Associating with Banco de Santander was the only way to go," Mr Francisco Veloso, BCP's chairman, said yester-

day. Going international now was the best strategy for 1992 and the European single mar-Ret, he said.

BCI, which is only two years old, focuses on private banking and on service to medium-

preparing themselves for 1992 - a lucrative segment of the market. It has assets of Es58bn (221m) and capital of Es8bn.
The bank made an net profit
of Es1.2bn in September. Mr
Veloso boasts unashamedly of
one of Portugal's highest rates
of productivity per employee,
thanks to exceptionally-heavy
automation. This makes BCI
very compatible with Banco de
Santander. Snain's most com-

sized Portuguese companies

Santander, Spain's most com-puter-minded bank. Santander has won the race by Spanish banks for a Portuguese banking outlet. Its rivals Banco Central, Banco Exterior, Banco Hispano-Americano and Banco Bilbao-Vizcaya have tried for years to obtain branches in Portugal but officials here have resisted

licensing high-powered, com-petitive Spaniards.

Central and Exterior have been stuck for eight years in the queue for licences, but Hispano-Americano and Bilbao-Vizcaya partly dodged the an by setting up investment firms without abandoning hope for full banks one day.

The link with Santander will mean an increase in capital to Es10bn. BCI's shareholders have agreed to a "one share for each two held" rights issue and purchase by Banco de San-tander of 1m shares with a seat on the BCI board.

Portugal's EC membership has begun to attract hig inter-national investors: hot on the heels of the ECI-Santander deal comes the setting up on November 16 of an industrial holding company in which the Italian entrepreneur Mr Carlo de Benedetti's interests will control 55 per cent. The expanding Portuguese Amo-rina group will hold 30 per cent and CISF (Companhia de Investimento e Servicos Financeiros), a major financial ser-vices firm will hold 5 per cent. The Kuwait Investment Office is also pursuing a controlling share in the Algarve's

pulp, paper and banks. FINANCIAL TIMES

huge Vilamoura resort com-plex, and training its sights ou

Published by the Financial Times (Barope) Ltd., Frankfurt Branch, represented by E.Hugo, Frankfurt/Main, and, as members of the Board of Directors, F. Barlow, R.A.F. McClean, G.T.S. Demer, M.C. Gorman, D.E.P. Palmer, London, Printer: Frankfurter Societaets-Druckerel-GmbH, Frankfurt/Main, Responsible editor: G.D. Owen, Financial Times, Backen House, Cannon Street, London ECAP 48Y. The Financial Times Ltd, 1988,

FINANCIAL TIMES, USPS No 190640, published daily except Sandays and holidays. US subscription rates \$365.00 per amum. Second-class postage and at New York NY and at additional mailing offices. POSTMASTER, send address change to: FINANCIAL TIMES, 14 East 60th Street, New York, NY 10022.

Financial Times (Scandinavia) Ltd, Ostergade 44, Copenhagen, DENMARK

EC plans company to promote high-definition TV

By William Dawkins in Brussels

THE European Commission ner and encourage electronics wants to set up an EC com-pany to promote the develop-ment of high-definition television as part of its battle to gain international acceptance of its own standards for the future generation of HDTV.

The European Company for the Research and Promotion of HDTV would be set up next July with an Ecu45m (230m) budget, to run studios and demonstrations. The Commission would be a minority part-

and broadcasting companies and government bodies to join. The Commission is due in the next few days to adopt as official policy a four-point plan for promoting HDTV production standards prepared by a consortium of 30 top European electronics companies, against stiff competition from Japanese alternatives.

It estimates the world market for all kinds of television sets will be worth \$100bn by

1991, when Japanese companies expect their own market for HDTV, which will offer ultra-high quality pictures and sound, to start to take off. Rivalry between the promoters' European and Japanese HDTV standards is intense. The US Federal Communications Commission, which is seen as holding the key to the outcome, has not yet decided which to support or whether to

put forward its own. The final

(CCIR), the main world broad-casting standards authority, which is due to decide by the end of 1990 which HDTV system should prevail.

The Commission plan, which will be put to EC governments for approval, aims to ensure that the draft European standard sent to the CCIR is treated on an equal footing with the Japanese rival. The two are incompatible. The pro-

Greece access to his personal account at the Bank of Crete,

the suspected conduit of various irregularities.

It took the Government over three months to produce what proved to be a half-hearted amendment to the law. By that

time, frustrated Bank of

Greece officials had given up trying to get at Bank of Crete liabilities and turned to exam-

forged. Faced with this piece of evidence, the Government

finally acceded to the appoint-

Committee for International

Radio Telecommunications

ine the assets.

posed Japanese HDTV transmissions cannot be received on conventional sets, while the European versions, developed pean technology programme, could be.

Accordingly, Brussels wants to put pressure on the CCIR to stick to its own regulations that new broadcasting systems should be easily convertible - a provision which Commission officials claim the Japanese

Foreign Exchange and Deutsche Bank. Experience that gets the job done.



It requires a twenty-four hour global capability, a presence in every important foreign exchange center. It calls for fast, competitive and confidential quotes in any of the world's important currencies. It demands skillful risk management services, the ability to use forwards, options and other tools to hedge client positions. It calls for technique, and sometimes, innovation.

Deutsche Bank is a world leader in foreign exchange, because day in and day out, our experience gets the job done.

For foreign exchange, as well as other investment and commercial banking services, consider using the experience of one of the world's leading banks.

Contact the Deutsche Bank office nearest you.

Deutsche Bank



Deutsche Bank AG Head Office Taunusanlage 12 6000 Frankfurt am Main 1 Tet.: (69) 71 50-0

Deutsche Bank AG London Branch 6. Bishopsgate London EC2P 2AT Tel.: (1) 283 46 00

Deutsche Bank AG New York Branch 9 West 57th Street New York, NY 10019-2799 Tel.: (272) 940-8000

Deutsche Bank AG Tokyo Branch ARK Mori Building 23 F 12-32, Akasaka, 1-chome, Minato-ku Tokyo 107, Tel.: (3) 588-1971

SPECIAL CHRISTMAS FUNCTIONS

I.G INDEX LTD, 9-11 GROSVENOR GARDENS, LONDON SW1W OBD

FT 30 FTSE 100 WALL STREET
Nov. 1452/1461 +2 Nov. 1794/1804 +5 Nov. 2057/2069 -3
Dec. 1458/1467 +1 Dec. 1802/1812 +4 Dec. 2061/2073 -3

Prices taken at 5pm and change is from previous close at 9pm

Tel: 01-828 7233/5699 Reuters Code: IGIN, IGID

Parties, lunches and dinners for 2 to 150 people High quality cuisine and fine wines MR PONTACS AT 45 LONDON WALL EC2 PHONE MRS CROFT 01-628 7929

AMERICAN NEWS

Brazil's rulers

By Ivo Dawnay in Rio de Janeiro

MORE THAN 60m Brazilians go to the polls today in municipal elections expected to give a sharp rebuff to the country's dominant party, the Brazilian Democratic Movement (PMDB).

The party, which only two years ago won all but one of Brazil's 23 state governorships, is forecast to lose in all three main urban centres, São Paulo. Belo Horizonte and Rio de Janeiro, alongside many other

big provincial cities.
Polls in around 4,400 towns, involving an estimated 1.2m candidates for mayoral and councillors' seats, are set to prove the first hig test of the public mood since congressional elections in November 1986. They also signal the start of the 12-month race for the presidency itself.

Opinion surveys appear to agree that much of the public intends to ramish the Covernment for a deteriorating economic outlook, now provoking record inflation of over 27 per cent a month.

Mr Ulysses Guimaräes, the

PMDB president, who for almost two years nursed Bra-zil's new constitution through Congress, is now attempting to project the party as a force for

The veteran leader is hampered, however, by years of horse-trading with opponents and collaboration with the Sarnev administration.

Commercial banks yesterday made a \$4bn payment to Bra-zil, the first under a recently completed \$82bn (£46bn) finan cing package which includes a total of \$5.2bn in new loans. Earlier this month, Brazil made an interest payment which brought it current on interest to benks for the first time since February 1987.

As labour unrest surges through Brazil's vast public sector, it is the left-wing parties that look set to gain most from today's polls. The Democratic Workers (PDT), led by former Rio governor Leonel Brizola, looks certain to take Rio. Coritiba and possibly even President José Sarney's home town of São Luiz, capital of the northern state of Maranhão. In São Paulo, by far the

wealthiest prize, with 11m inhabitants, Mr Paulo Maluf of the right-wing Social Demo-cratic Party (PDS) faces an unexpectedly strong challenge from the PDT, which sprang from Brazil's union movement.

But in many towns the outcome will reveal only the relative popularity of individual

Pundits believe the elections, which involve obligatory voting, will above all underline a deep-seated disillusionment with politicians as a whole.

PRI candidate named winner in Tabasco vote

By Richard Johns in Mexico City

THE candidate of the ruling Institutional Revolutionary Party (PRI), Mr Salvador Neme Castillo, has been declared the winner of last week's guberna-torial elections in Tabasco, with a majority of 77.9 per cent

of the votes cast. Before the announcement on Sunday by the State Electoral Commission, his opponent, Mr Andres Lopez Obrador of the broad left National Democratic Front (FDN) coalition, gave notice that he would seek an annulment of the election. He claims there were violations of the electoral code in 400 of the

The Government is not, how-

ever, expected to allow any appeal procedures to cloud the accession to power on December 1 of President-elect Mr Car-

los Salinas Gortari. The PRI has been full of selfcongratulation over the hotlydisputed Tabasco result and the municipal elections in Nuevo Leon last week, citing them as evidence that it has regained ground lost in the

July general election.
The vote for the governorship of Tabasco was announced on Sunday without explanation, two days after the State Electoral Commission said it would not be revealed

Voters set to rebuff | Thatcher takes stock of Bush as his own man

Peter Riddell reports that Britain should not assume the continuance of the special relationship

RS Margaret Thatcher's two-day visit to Washington for the past eight years. At long last he is his own man and, as he indicated with the US which is fundamental to the past eight years. At long last he is his own man and, as he indicated with the selection of Senator Dan Quayle as his vice-president, Mr our beliefs and objectives".

For her hosts, President Ronald Reagan and President-elect Bush, it will be a chance to express public thanks to the most loyal supporter of the US in Europe. But for them it will also be only one of a series of meetings with alliance leaders, having been preceded by talks today with Chancellor Helmut Kohl of West Ger-

The importance of Mrs Thatcher's visit (she arrives tonight) depends on the viewpoint. Amid all the undoubtedly genuine expressions of mutual esteem at the White House tomorrow it will be tempting, though mistaken, for the British to see the election of Mr George Bush as business as usual, continuing the close relations which Mrs Thatcher has enjoyed with Presi-

dent Reagan. The President-elect and the Prime The President-elect and the Prime Minister certainly know each other well — Mr Bush has frequently met Mrs Thatcher as he passed through London. He even highlighted the relationship in his campaign speeches and films — once joking that she would make a good running mate. Bush is determined not to be over-

All this will require a change of attitude from Mrs Thatcher. With President Reagan she has had "an almost mystical relationship", according to one senior US official closely involved. Mr Reagan has admired her toughness as a fellow-fighter in rolling back the forces of socialism and communism. For her part, Mrs. Thatcher may have been less starry-eyed about the president and his abilities, but she has respected his ideological stand.

As a result President Reagan has done things for her which he would not have done for any other leader, according to a senior US official. For instance, he intervened, at her specific request, to order the dropping of the anti-trust case against British Airways at a critical stage before its pri-

ways at a crinical stage before its prvatisation — much to the irritation of
the US Justice Department.

At present, the threat of a direct
intervention from Mrs Thatcher has
apparently acted as a block on the
unanimous desire of the US foreign
policy community (State, Defence and
the US) to recovere the graphy of the CIA) to reassume the supply of

talked to the President directly only on major issues. In general, she and the For eign Office have acted subtly - gaining an influence in Washington when there is no consensus within the US

Administration.

For instance, during the Faiklands war in 1982, Britain gained the active help of the Anglophile Mr Caspar Weinberger, the Defence Secretary, in securing invaluable logistical support before the US formally declared itself for the US formally declared itself. for the UK, in the face of active hostility from some in the State Department. More recently, when Mrs Thatcher intervened on behalf of other European leaders after the abortive Reykjavik summit two years ago, her direct access to President Reagan was welcomed by those in the foreign policy community who, like her, were alarmed by his vision of a non-nuclear

world.

President-elect Bush is unlikely to be as willing as Mr Reagan to allow such access and influence to Mrs Thatcher. He already has considerable

arms, and particularly aircraft, to Argentina. The US belief is that Mrs Thatcher would immediately speak to the President to stop any suggestion of such a move.

Mr James Baker as Secretary of State, the US is likely to have its own very clearly defined approach.

On a personal level, Mrs Thatcher's advisers recognize that Mr Bush will be more energetic and more intellectually involved than his predecessor and therefore will have to be treated and therefore will have to be treated

differently. Therefore, for all the talk in the London tabloids of Mrs Thatcher as a senior Western leader advising the new President, British officials are keen to stress that she will not be charging in, waving her handbag, to deliver a lecture.

A ccording to a senior adviser,
Mrs Thatcher will be "anxious
to express support, but also
extremely careful to ensure that there is no suggestion of being the boss. We president he is going to be, how tough." are going to listen, to see what type of

Yet Mrs Thatcher is temperamentally incapable of being a follower. One senior US official believes she will have to be careful not to patronise Mr Bush, stabbing her finger at him and pouring forth blunt advice as she did with the adoring, and at times have used. Provident Recogn.

bemused, President Reagan.
If the main point of the visit is to renew contact, Mrs Thatcher wants to stress British and European concern

with reducing the US budget deficit, with urgently pushing forward talks about the Middle East, and with the need for full consultation within the North Atlantic Treaty Organisation over the next stage of arms control talks with the Soviet Union. In many respects. President elect Bush's cau-tion, and concern over the imbalance of conventional forces, are more con-

genial to the Europeans than some of President Reagan's Utopianism. However, Mrs Thatcher's undoubted affinity with President Reagn, and her special access to him, may have fostered illusions in Britain about the nature of the special relationship. This may have disguised the fundamental point that the US matters far more to Britain, and Mrs Thatcher, than Britain does to the US. This was shown by the lack of consul-tation at the time of the US invasion of Grenada five years ago and, more significantly, in the running disputes over extra-territoriality issues.

The election of Mr. Bush may result in a less coay relationship, exposing these illusions about the degree of British influence with the US. But Mrs Thatcher is determined to ensure that close relations with Washington remain at the centrepiece of her for-eign policy. She believes that a public reaffirmation of support is the best way to retain private influence.

Peru package

Canada parties neck-and-neck ahead of poll

By David Owen in Toronto JUST one week before the Canadian general election, the two leading parties are tied for

support, according to the latest opinion poll.

The poll, conducted by Gallup for the Toronto Star newspaper, shows the Liberals and the ruling Conservatives neck-and-neck with 35 per cent support among decided voters. The left-of-centre New Demo-cratic Party is backed by 26 per cent.

The sample indicates a significant erosion of Liberal support from a week ago, when a poil by the same organisation gave them a 12-point lead.

The latest findings are in line with the results of a

string of polls published in the

last seven days, however. The central issue in an increasingly vituperative cam-paign is the US-Canada free trade agreement signed by Mr

Court to rule on investors' right to sue

Bigger role for private sector urged in Falklands

By Janet Bush in New York

THE US Supreme Court said yesterday it would re-examine whether investors who have rities brokers have a right to sue them or whether they must submit to standard arbitration

The lack of a clear right in law for investors to sue brokers for misconduct or negligence is becoming an increasingly political issue in

business should be given a

larger role in developing the

Falklands Islands' economy, a

report out yesterday advises, writes Andrew Marshall in

Falklands Islands Develop-

ment Strategy, written by Mr Peter Prynn and Ms Hilary

Sunman of Environmental

Congress, which, particularly since an explosion of complaints since last October's stock market crash, has become concerned about so-called consumer rights.
The US Supreme Court ruled on this question in June 1987,

but its judgment has been interpreted in conflicting ways by different state and federal courts. Some argue that the decision upheld the 1934 Secu-

opment Corporation (FIDC), the economic arm of the Falk-lands Islands Government

(FIG). It sets out priorities for the islands over the next 5-10

development are set out: a high-growth path through investment in the fishing

industry, another based on

Three options for the islands'

rities Exchange Act, which requires investors to sign agreements when they open accounts with brokers to sub-mit to standard arbitration pro-

cedures.
Other courts have argued, however, that the 1987 decision did not overrule an express right for investors to sue, embodied in the earlier 1933 Securities Act. Mr Michael O'Neill, an attor-

third, lower-growth strategy which includes infrastructure

development and a "nest egg"

The report recommends

investment across a wide

front in sound projects - not

rejecting wholly the fisheries, nor leaning too heavily upon it." Approximately £8m should

be spent annually on develop-

ment, while £7m should be

transferred to reserves, it says.

of financial reserves.

will focus on wages, exports ney with the Dallas law firm of Hamilton and O'Neill, said the By Veronica Baruffati decision of the Supreme Court to look at this question again was significant because a PERU'S economic adjustment

coherent legal approach needed to be formulated. Congress broke up before it could consider legislation to give customers the right to reject mandatory arbitration of broker-customer disputes when opening an account

The machinery for control-ling investment in fisheries

should be overhauled, the

report proposes.
In general, the report recommends a wider role for local —

and overseas - private capital. More of the impetus for devel-opment should come from local

people, and from joint initia-

tives between them and the Government, Mr Prynn said in

London yesterday.

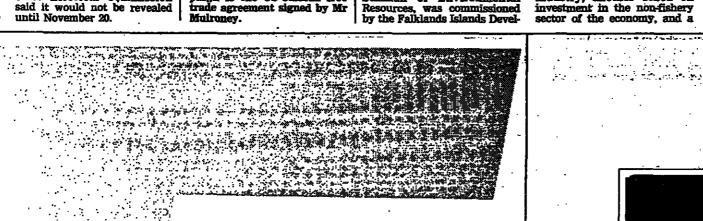
peckage will centre on boost-ing exports and protecting wages, President Alan Garcia said at the weekend.

However, he avoided any mention of whether the pack-

age would be agreed with the International Monetary Pund. Mr Garcia is under pressure both from his cabinet and from Peru's growing economic plight to end his opposition to aling with the Fu

Referring to the forthcoming package, President Garcia said Mr Abel Salinas, the Finance Minister, would propose "a programme of successive adjustments, a programme with an initial traums, but [one] which sets targets". Thousands of workers,

including miners and textile workers, are on strike already in demand of higher inflation-



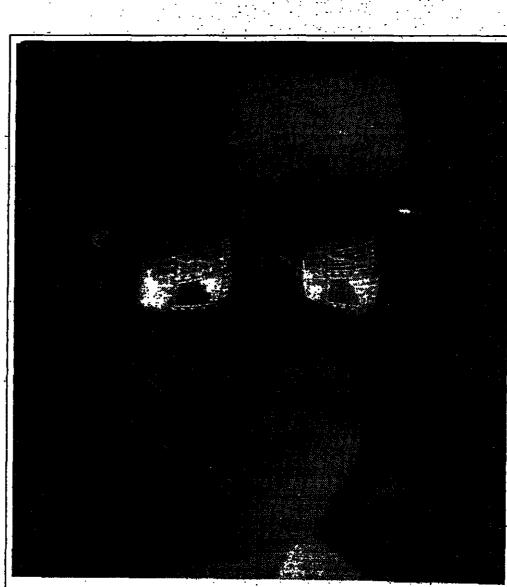
For the past 18 months the management of Leyland DAF, part of DAF BV, have been vigorously pursuing a strategy for growth.

They have introduced market leading products, gained access to new and thriving markets and dramatically increased sales.

As a result of this strategy, output STRONG MANAGEMENT PERFORMANCE

at the Leyland Assembly Plant bas doubled, van production has reached record levels and sales of UK sourced products in Continental Europe have increased twenty fold. Market leading products, dramatic intreases in sales, major improvements in productivity - Layland BAF thrives on good teamwork between menagement and workforce.

Leyland DAF

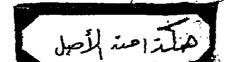


WIGAN

INDUSTRY · RETURNS · TO · ITS · BIRTHPLACE

Get the Facts from Bill Badrock, Head of Economic Developmen P.O. Box 36, Civic Centre, Millgate, Wigan WN1 1YD U.K. Telephone: (0942) 827166





focus on

'I didn't get where I am today by delivering my own Raisin Ripples'

Remember CJ?

He's the one who got to the top while Reggie Perrin did the donkey work.

In reality, BET would serve him much better.

Deliveries? We'd take the lot on board.

Bulk sugar in tankers. Dried fruit in containers.

Palletts of canned food.

We can store products in warehouses at key points across the country.

Alternatively, we could deliver CJ's sundaes on Sunday if need be.

Knowing how important the 'just in time' factor is to distribution, we'd make sure the goods got there when he needed them.

We could splash his Sunshine Desserts logo all over our lorries.

While he got the publicity, we'd look after vehicle maintenance, routing, driver teams etc.

Off the road, we could offer him all sorts of support services.

As every company has different needs, we'll tailor a package unique to each set-up, all to the very highest standards.

We have specialists who'll take on staff work wear, cleaning the site, servicing the washrooms maintaining buildings and machinery, security, hiring forklifts, and more besides.

Anything to keep CJ sweet.

And help Reggie feel less of a pudding.

To see how we can help, telephone us now on 0800 010122 or fill in the coupon below.

Attach your business card and send to: Freepost, Katie McGregor, RET, Stratton House, Piccadilly, London W1E 7QZ.

Distribution and freight services Workwear
Washroom and laundry linen Security and fire systems Cleaning and hygiene Waste
Property and equipment maintenance Security guarding Plant hire Others

You look after the core business. We'll take care of the chore business.

AMERICAN NEWS

Brazil stumbles on its long march

Ivo Dawnay examines the tragedy that shook Sarney's democracy

S A battleground, it could not have been A could not have been more symbolically appropriate - the ancien regime fighting off the unrealistic aspirations of its employees with live ammunition in out-of-date, chronically indebted state-owned steel

For many Brazilians, the three deaths last week in the clash between troops and strikers at the Volta Redonda plant itself a once proud symbol of industrialisation in Getulio Vargas's "New State" – have buried any democratic preten-sions of the rickety "New Republic" of President Jose

With nationwide municipal elections due today, the benefielections due today, the benefi-ciaries of the tragedy will most likely be parties on the left. But then, it probably will also boost the swelling movement to spoil ballot papers in protest against the political establish-ment as a whole.

Since the collapse of the Cruyears ago, the return of infia-tion now nearing 1,000 per cent a year has made cynicism the biggest constituency in Brazil and despair its recruiting ser-

Even so, the events of last Wednesday - more reminis-cent of nineteenth century have shocked Brazil.
 The terrible official silence

that greeted the news of the killings also spoke volumes. It was only after an eight-hour meeting between the president and his inner cabinet that offi-cial explanations began to emerge, almost 24 hours after the shots were fired.

For the army, the blame lay firmly with agitators carrying out an "urban guerrilla opera-tion." Mr Paulo Brossard, Justice Minister, alleged that "strangers" had penetrated the three-day-old pay strike, while Mr Sarney fell back on an anonymous and sinister group set on using "intimidation and stranger in the stranger of the stranger in the stranger of the stranger in t force" to undermine democ-

Few Brazilians believed these claims, least of all the workforce at the plant. "The only strangers and agitators were the troops," said Mr Wag-ner Roberto Alves, a 21-year-old maintenance worker last

In fact, this too was inaccurate. For local army units have been frequent, if unwelcome, visitors to the steel mill whenever industrial unrest has struck. The difference this time was that the ritual confrontation got out of hand after the more militant workers per-suaded a reportedly reluctant Monday shift to occupy the plant rather than walk out.

It was when the soldiers first blocked exits, then attempted to carry out a judicial eviction order that the one-hour skirgas and, finally, shooting

Both sides inevitably bear some of the blame; and a walk through the shattered glass and broken machinery last Friday confirmed that, to begin with at least, the occupiers resisted flercely.

However, none of this can condone the alleged comment of one army commander to a local bishop, that, while he regretted the deaths, "they will serve as an example for the

Such sentiments are just the kind which provoke the politically-motivated violence the Government so clearly fears and creates an image for the regime hauntingly reminiscent of its military predecessor.

Opinions offered by marchers in a 3,000-strong demonstra-tion last weekend revealed that conspiracy theories are a game two can play.

Brazilian soldiers armed with rifles guard steel plant strikers after a clash with troops

"I think the military wanted steel worker. "They are worse than the old regime because now they are disguised." With hundreds of thousands

of state sector workers now engaged in pay strikes, this viewpoint is probably more threatening to the Samey Gov-ernment than any number of sitins. For the wave of industrial action now sweeping Brazil is above all a civil war within the public sector between workers and their political bosses. Private industry has been virtually unaffected by disputes.

Under present constitutional legislation, federal, state and public company workers are virtually impossible to dismiss.

Consequently, Brazil's mounting wage bill now accounts for 25 per cent of all federal spending or almost four federal spending or almost four times the notorious foreign debt. When real disposable resources are assessed, that fig-ure climbs close to 65 per cent, yet employees' purchasing power continues to wane. Furthermore, the scale of public sector invest is now so

existing rights could easily trigger a general strike with unforeseeable consequences.

Mr Mailson da Nobrega Finance Minister, has therefore concluded that only tough new tax measures and faster harvesting of revenues can tide the country through.

This must be allied to the tripartite "social pact" between government, unions and employers aimed at holding inflation to a monthly celling. But the current rash of pay militancy may well unravel this latest short-term patch on Brazil's already well-darned economic policy.

One respected political com-mentator claimed last week that the emergency cabinet session called by President Sar-ney after the Volta Redonda tragedy seriously discussed invoking State of the Defence powers which would reduce or

In fact, no such move took place. But the bloody confron-tation between soldier and steelworker last week has proved conclusively that while it has been a long march to re-establish some semblance of democracy in Brazil after 21 years of military rule, it is only a short one back to authoritari-

Leyland DAF

Leyland DAF, part of DAF BV, has

The merged company, DAF BV, has achieved improvements in net profits, which were over £19m in 1987 and ever 🚟 🌁

Today Leyland DAF sales represent

In addition Leyland BAF is a majer

contributor to the British scensmy.

This year it will spend nearly £308m

in the UK components market alone.

Substantial increases la profits, £700mg

of sales - Leyland BAF grows on out-

PERFORMANCE

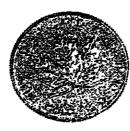
been profitable from day one.

£16m in the first half of 1988.

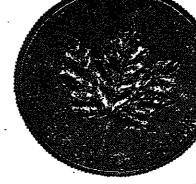


45% of DAF's worldwide sales which in 1987 were £1.2 billion.

OUTSTANDING FINANCIAL



You can start big



Keep

adding to your portfolio



A bit at a birthday



Use your tax refund



Money left over when buying

a car



Build up a golden reserve

the Royal Canadian Mint gives a little gold away to guarantee each coin's minimum weight. Because of the large numbers sold, its unquestioned reputation, and the government guarantee of weight and purity control, the Gold Maple Leaf is now a standard by which other gold products are measured.

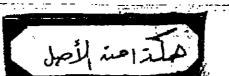
When you buy Gold Maple Leaf coins, you can be sure that you can easily and discretely obtain cash for them wherever gold is traded. There is no time-consuming and costly assay usually required with other forms of gold that do not enjoy universal recognition. Besure to weigh the advantages of the Gold Maple Leaf - all of which add up to make it, with over 11 million ounces sold, the bestselling investment coin in the world today. And, just maybe worth even more to you than its weight



Nost wise investors hold from 10 to 15% of their investment portfolio in gold. They know that gold can anchor their portfolio, as history has proven that gold is the ultimate store of value. But, when you buy gold, you also want the assurance that you can trade it discretely for cash on demand at its full value. As the largest-selling bullion investment coin, the Gold Maple Leaf can meet this demand. Each Gold Maple Leaf coin is 999.9/1000 fine pure gold, and is legal tender at its face value. Independent tests have even shown that

The Gold Maple Leaf. The world's gold coin standard





MR RAJIV GANDHI, India's Prime Minister, vesterday gave a clear signal to Indian industrialists that they should prepare for further lowering of tariff barriers and that they should learn to compete with other countries without protection.

A Mark 12 Per

march

Supplement Control

Post in the second seco

Property Comments

The page of the control of the contr

F fo manifest

ion.
In doing so, Mr Gandhi indicated that he is prepared to carry forward the programme of liberalisation of the Government's economic policies – particularly the dismantling of protective barriers under which industry has done business for the past four business for the past four

Many sectors of Indian industry were opened to competition from imports about five years ago when relatively free imports were permitted and some complained because of a decline in domestic sales. Such complaints have come particularly from capital goods producers, many of whom find themselves with surplus pro-

themselves with surplus production capacity.

Mr Gandhi's speech yesterday at the opening of an international trade fair in New Delhi on the centenary of the birth of Mr Jawaharlal Nehru, his late grandfather, is seen as a rejection from such companies. tection from such companies and a reiteration of his economic liberalisation poli-

That he chose to make the speech on the occasion of Mr Nehru's centenary underlines the seriousness of his belief that Indian industry should be prepared to face competition from abroad. It was during Mr Nehru's prime ministership that industry was allowed to

grow under the shelter of proective barriers.

Mr Gandhi referred to the

early period of independence in 1947 when the protection was given to enable Indian indus-tries to gain strength. "Today, they are able to stand on their own feet and it is necessary for them to start going out and competing in the open world," Although he acknowledged that shifting to a totally unpro-

tected environment should be in a phased manner to give industries and their workers the chance to prepare them-selves. Mr Gandhi made it plain that he wanted the pro-cess of lifting barriers to move

"Time is of the essence because if we don't do it fast enough, the efficiency of our processes and our systems will not improve fast enough for us to cope with the changes tak-ing place worldwide," he said, adding that the challenge had been accepted by smaller

 A row is expected in both houses of the Indian parlia-ment today over charge by Mr V.P. Singh, the opposition leader, that Mr Rajiv Gandhi, India's Prime Minister, accepted payments from Bofors, the Swedish arms maker, of commissions in a \$1.4bm defence deal and put them in a numbered Swiss

bank account. Members of the ruling Congress-I and opposition parties had been preparing for the clash yesterday but the day was declared a holiday because of the Jawaharlal Nehru birth

Mansfield to retire as US envoy to Tokyo

Ian Rodger describes the end of a chapter in US-Japanese relations

"I CAN put your minds at rest," Mr Mike Mansfield, the venerable US ambassador to Japan, told a hushed press con-ference in Tokyo yesterday afternoon. The relationship between Japan and the United States, the most important bilateral relationship in the world bar none, is in excellent

It was like Frank Sinatra singing "My Way". Mr Mans-field, formerly one of the most powerful leaders in the US Senate and for the past 11 years the most influential ambassador in Tokyo bar none, was repeating his theme song. A strong end-of-era feeling is already in the air in Tokyo these days because of the criti-cal illness of Emperor Hirokito,

cal liness of Emperor Hirohito, and the confirmation yesterday from Mr Mansfield, who is 35, that he had decided to retire, "subject to the will of the President". When he arrived in Tokyo in 1977, the notion of the US-Ja-pan relationship being the most important in the world seemed a hit over the top, and it certainly was not in excel-

lent shape. The Japanese were in a state of high tension because of the Carter Administration's thoughts of withdrawing US troops from South Korea, and the Japanese economy was still struggling to recover from the severe beating it took after the

1973 oil shock. Mr Mansfield, who had long shown a special interest in Asian affairs, soon managed to calm things down and helped guide the Carter Administra-

Mr Mike Mansfield (left), the long-serving us ambassador to Japan, yesterday launched a trenchant defence of Japan's contributions to Western collective security, at the time he announced his resignation. Lan Rodger writes

rity, at the time he announced his resignation, lan Rodger writes.
"In the field of security, the relationship between Japan and the United States could not be better," he said. Japanese military spending, if measured on the same basis as that of the other principal. allies, would reach \$41bm this year, com-pared to \$35bm by the UK, \$32bm by France and \$31bm by West Germany. Also, the Japanese government was paying for 40 per cent of the \$6.2bn annual costs of US forces stationed in Japan. "No other country does as and a second to the country does as well as Japan in that area," Mr Mansfield said.
He endorsed Japan's current defence

missions, which involve defending the Japanese archipelago against a limited scale attack and protecting sea-lanes

southward 1,000 nantical miles, but indi-cated he did not think they should be larger. "We do not want Japan to become a regional military power and Japan's neighbours do not want it either," he said. Last weekend, Mr John Tower, former chairman of the US Senate Armed Forces

Committee and a candidate for Defence Secretary in the Bush Administration, secretary in the busin Administration, was quoted by a Japanese news agency as saying that Japan should build up its defence capabilities and shoulder the costs of US forces in Japan as much as costs of US forces in Japan as inutil as possible. He also said Japan should amend its constitution if that was necessary to enable it participate in efforts to defend Western interests in the Gulf.

Mr Mansfield said the Japanese people had become "basically pacifist since the last war. He did not expect Japan to become a warlike nation again, "because I think they are smart enough to realise what the outcome would be."

recognise that they had not been as important as they

thought they were.
On the other hand, his part-"In politics and diplomacy,

we work very well together, in the relationship could not be

the past decade, from the status of a nephew to an uncle to one of a brother to a brother". In the future, Japan and the US would "work together to guide the rest of the world in the century of the Pacific".

Japanese former PM dies By Ian Rodger in Tokyo

MR TAKEO MIKI, who as Japanese Prime Minister in the mid-1970s, tried to clean up pol-itics after the Lockheed scandal, died yesterday of heart failure in a Tokyo hospital. He

was 81. Mr Miki was first elected to Japan's House of Representa-tives in 1937, and achieved something of a reputation as a pacifist, opposing the war with the US. He was re-elected 19 times, remaining a Diet mem-ber until his death, despite having been in hospital after suffering a brain haemorrhage in June. 1986.

He came to prominence unexpectedly 1974 when a suc-cessor had to be found quickly to Mr Kakuei Tanaka, the then Prime Minister who had come under a cloud concerning certain real estate dealings. In his own words, Mr Miki, a member of a small faction within the ruling Liberal Democratic Party, was named prime minis-

ter "out of the blue". His two-year term was notable for the passing of a law to limit donations to politicians and a thorough investigation of the Lockheed scandal. Mr Miki became known as Mr Clean, even though it is generally accepted that his sudden rise and equally sudden depar-ture from office were orchestrated by the still powerful Mr Tanaka. Mr Miki's Government also

stablished the policy of prohibiting the export of weapons.

Terrorists murder 28 Sri Lankan bus passengers

By Mervyn de Silva in Colombo

TWENTY-KIGHT passengers, all Sinhalese, were gunned down yesterday after the Tamil "Tigers" held up a bus 20 miles out of Trincomalee, the island's largest port, which stands between the Tamil north and the ethnically mixed eastern province. Polls will be held in both provinces on Sat-urday for the first "merged" north-east provincial assembly.

A single provincial council for a trial one-year period is the most controversial proviion of the India-Sri Lanka peace accord signed last year by Mr Rajiv Gandhi, the Indian Prime Minister, and President Junius Jayawardene of Sri

The Tigers, the strongest separatist rebel group, have rejected this offer of a semi-autonomous region, saying that the devolved powers are insufficient and that the merger will be tested at a referendum in the east, where the Moslems and the Sinhalese together outnumber the Tamils.
The Sinhalese opposition led

by Mrs Sirimavo Bandaran-aike, a former Prime Minister,

said yesterday, Reuter reports from Seoul.

A late surge in exports this year was partly due to export-ers hurrying through ship-ments before the South Korean

won appreciates further against the dollar, an official

said. The won has gained more than 14 per cent against the dollar this year as the Govern-

ment gave ground to US pres-

Sales of cars, televisions, microwave cookers, textiles,

steel products and footwear are

By Chris Sherwell in Sydney

MR BOB HAWKE, the Australian Labor Party's first

three-term Prime Minister, yes-terday confirmed he intended

to serve a fourth term after the next election instead of step-

ing down.
In ruling out a quick postelection retirement, 58-year-old
Mr Hawke was alming to
deflect suggestions that he

deflect suggestions that he might go into the poll as a kind of lame duck. In the process, however, he has precluded an early assumption of power by Mr Paul Keating, the influential federal Treasurer.

Before the last election, in July 1987, Mr Hawke had encouraged many, including Mr Keating, his most likely successor, to believe he would be stepping down well before

be stepping down well before the next election, which is due in 1990 but widely expected

Ten weeks ago, however, Mr he ass Hawke opened a damaging would public rift with Mr Keating by Party.

sure for a large revaluation.

Seoul's \$50bn exports make

it world's number 10 trader

SOUTH KOREA'S 1988 exports now exceed \$50hn and by December the country should be among the top 10 trading nations, trade ministry officials and the store of this many trade.

Hawke plans fourth term

years ago.

says that the merger may be says that the merger may be the first step towards a "Tamil kingdom," a deep-seated Sinhalese fear. Such fears have led to the spectacular rise of the extremist People's Liberation Front (JVP) which has killed more than 60 members of the princ United National Party. ruling United National Party, supporters of the accord, policemen and minor officials.

The Tigers are boycotting Saturday's election just as the opposition Sri Lanka Freedom Party and the JVP did the elections in the Sinh The election is being conteste however, by three other Tamil groups branded by the Tigers as "Indian Quislings." With the Sri Lanksn police

and army preoccupied with the "war" against the JVP in the south, Mr Gandhi has sent sev-eral hundred Indian policemen for security duties in the north-east this week

While Colombo, paralysed for a week by JVP-sponsored strikes, showed signs of returning to normal yesterday, a big military operation has been mounted in the deep south, the JVP stronghold.

By the end of this year, trade volume looks set to exceed

\$100bn, making South Korea the world's 10th largest trading country, officials added.

Seoul's exports topped \$1m a year for the first time only 24

South Korea's 1968 trade surplus is expected to widen, how-

ever. The trade surplus with the US is expected to fall to

\$8.2bn from nearly \$10bn last year, the officials said. The US is soaking up just over 35 per cent of South Korean exports.

openly speculating on his Trea-surer's dispensibility and affirming that he would not,

after all, be standing aside. His

move provoked concern among key Cahinet figures which he has only recently calmed.

The whole controversy has unfolded with little debate on the electoral prospects of the appreciation. Tiberel National

opposition Liberal-National coalition because of the coali-

tion's own persistent leader-ship and policy problems under Mr John Howard, the Liberal

remains the subject of constant speculation, fuelled by the coalition's disunity and the competitive media, Mr Howard yesterday dismissed Mr

Hawke's latest pronouncement as "academic", since, as he put it, Labor would be losing the poll. Mr Hawke would retire, he asserted, and Mr Keating

would never lead the Labor

Although his

the trust of the Japanes This was cemented in 1981 when in the face of great efforts by some Reagan entim-slasts to get rid of him, he was able to use his powerful congressional connections to neutralise the attacks. Yesterday, he praised Ronald Reagan as the first US presi-dent to show a "continuous

tion away from its withdrawal

ideas, in the process winning

interest" in Japan and the Pacific region.

For most of his time in Tokyo, Mr Mansfield has not

been a highly visible ambassa-dor, but he is reputed to have wielded tremendous influence behind the scenes, both in Tokyo and in Washington. Japanese government offi-

mental in reducing friction over such issues as Japanese car imports and even this He said the bilateral relationship had "come

a long way in the past

cials say his arguments to

Washington have been instru-

decade, from the status of a nephew to an uncle, to one of a brother to a brother"

month, Japan's closed rice market. His views have also helped convince the Japanese of the urgency of liberalising finanlic, as yesterday, he projects the same Lincoln-like combination of austere judgments and homespun commonsense, all delivered in the deadpan monotone that he was famous for in the US Senate. What was the biggest problem Japan-US relations would face in the future? Back came the answer, "Trade", followed by a long silence. How would he like to be remembered? "That I did my best." Would he be writing memoirs? "I have noticed that

When he does appear in pub-

cial and other markets

those who write these books never make mistakes." He suspected that most peo-ple, if they could see biogra-phies written about them 50 years after their time, would

ing thoughts on the the US-Japan relationship were as flamboyant as ever

foreign aid, we work extremely well. In the field of security, better. In investment, it is going along very nicely." He said the bilateral relation-ship had "come a long way in

The big idea behind the PC system you can't outgrow.

We call it Modular Systems Architecture: a building block approach that protects your PC investment against obsolescence.

It makes upgrading Wyse PCs a snap - literally. Because we've put all computing functions, even the CPU and its microprocessor, on plug-in boards.

So as your needs grow, you can easily upgrade our 8 MHz AT compatible to a 12.5 MHz high performance 286, or even a 16 MHz 386.

When more powerful microprocessors are avail-



Introducing SystemWyse.™

Wyse PCs are themselves building blocks in a comprehensive system for creating solutions. They link effortlessly with our terminals, monitors, and expansion boards in integrated solutions of exceptional quality and value, using industry standard software. And SystemWyse is backed by the company that sells more terminals

than anyone but IBM. The big idea, above all,

is to adapt more readily to change than any other PC system. Because survival belongs not merely to the fittest, but to those who remain fittest, longest.



it's this easy to upgrade the CPU and

For further information call: UK - Wyse Technology (UK) Ltd - (44) 734 342200. within UK 0800 585911 (free).

France - Wyse Technology SARL - (33) 1 6982 9100, within France **05 00 11 22** (free).

Germany - Wyse Technology GmbH - (49) 8165 6310. Italy - Wyse Technology Srl - (39) 2 498 8321. Sweden - Wyse Technology AB - (46) 8 703 4890.

We make it better, or we just don't make it.

Keep

OVERSEAS NEWS

Sudanese rebels agree pact on ceasefire

A MEMBER of Sudan's ruling search for peace. But I know coalition has struck an agree—that scoring points against ment that would halt a runious—other parties is the hallmark of civil war if it is accepted by the the current democracy in Government in Khartoum, a diplomatic source said yester- Arab diplomat. day, Reuter reports from Addis

yesterday in Addis Ababa by John Garang, head of the rebel Sudan People's Liberation Army (SPLA) and leaders of the Democratic Unionist Party (DUP) who arrived in the Ethi-opian capital from Khartoum the weekend for talks with the southern-based rebels, the source said.

The Government has not taken part in the peace talks in Addis Ababa with the SPLA. The deal provides for a ceasefire in the five-year-old civil war which has devastated the society of southern Sudan, killing thousands, impoverishing millions and driving floods of refugees north to Khartoum

and east into Ethiopia. But it also calls for a freeze on the Khartoum Government's moves to impose Islamic law, Sharia, one of the seeds of the conflict and a central aim of Sudan's National Islamic Front (NIF), which is also a partner in Prime Minister Sadeq al-Mahdi's coalition.

But Arab diplomats said the accord was likely to cause serious divisions in Prime Minister Sadeq al-Mahdi's coalition Government, already beset by eco-nomic crises, protracted industrial disputes and street

Sudan's politics," said one mainly Christian south since

But Mr Mahdi gave his bless-ing to the DUP initiative to end the war, which has displaced millions of people in a country also hit by famine and floods. NIF bitterly opposed the

peace talks, saying they were part of a conspiracy aimed at blocking efforts to revive Islamic Sharia laws in Sudan. Sudan's official news agency. Suna, reported the expected pact yesterday, calling it an

agreement to end the war. The source in Ethiopia, who described it in more condi-tional terms, has been close to the negotiations but asked not to be identified.

The DUP delegation in Addis Ababa is headed by the party's leader, Mr Mohammed Osman al-Mirghani. He is not a member of the cabinet but some of his party colleagues are and his mission has the blessing of the Sudanese Prime Minister despite a cabinet decision last month to end all contacts with

Diplomatic sources said the two sides were to meet at 5pm yesterday following preliminary talks on Sunday. The proposed Sudanese

ceasefire agreement is intended to pave the way for a constitutional conference to "I cannot speculate on the settle the political future of the sincerity of the DUP in its vast country.

Yunnan quake toll at 722

By Peter Ellingsen in Peking

THE EARTHQUAKE which hit bly exceed 1,000. Yunnan, south-west China, killed an estimated 722 people, seriously injured more than 4,000 people, flattened 300,000 houses, closed 1,000 schools and affected the lives of more

than 3m people.

Death toll estimates, once rated as high as 900, are still uncertain, however. He Zhiqiang, Governor of Yunnan, said the final toli would proba-

Earnings

Eight months

to 31 August

Gold

Coal

Sappi

Platinum

Total mining

Corporate

Exploration

Net finance costs

Attributable earnings

Metals and minerals

Malbak and associates

Genbel and investments

Preliminary estimates put total losses at more than ibn yuan (\$330m). Officals say the two quakes on November 6, which measured 7.6 and 7.2 on the Richter scale, destroyed 48,000 hectares of farmland and 23,300 hectares of crops.

Damage has been severe in 14 of Yunnan's counties, especially in Lancang, close to the Burma border.

Trying to close the gap at Angola talks

By Michael Holman, Africa Editor, in Geneva

EFFORTS continued in Geneva yesterday to close the gap between Angola and South Africa over the terms for a withdrawal of Cuban troops from Angola, as the south-western Africa peace talks looked set to enter their fifth

day.
US officials nevertheless still believe it is possible to conclude a regional peace package

the way to the independence of

A South African official played down the significance of

discussion had been about

There remains no public evi-

power in the region. It could be

argued that its invasion of Iran

in September 1980 was a logical outcome of this self-image. For

internal reasons alone Presi-

dent Hussein could not now disavow Iraq's claims to para-mountcy after so much blood

Given Iraq's self-proclaimed historical role in the region

and the threat this posed for its southern neighbours, it was

not surprising that Saudi

Arabia and five other Gulf states - Bahrain, Kuwait, Oman, Qatar, and the United

Arab Emirates - should take advantage of Iraq's preoccupa-tion with the war in 1980 to set

in motion what in 1981 became the Gulf Co-operation Council. Iraq was excluded.

Members of the GCC have always been careful to empha-

sise its economic, commercial

and social aspects. Indeed

nowhere in the founding articles are defence and secu-

The fact remains, however, that while there has been little

progress on economic and social, financial and monetary

1988

475

485

180

8027

(audited)

R million

cents

cents

**31 December 1987

has been shed.

Saudis pivotal in see-saw Gulf relations

IRAN

tion, began the day with a frosty rejoinder to an optimistic assessment of progress at the talks, A senior US official said on Sunday night that a settlement "had never been

"We have had very little since we have been here," Mr van Heerden complained, adding, "we don't need opti-mistic characterisations, we need substance.

"We are ready to deal," Mr van Heerden emphasised. Ear-lier in the day, state controlled South African radio had com-plained that Cuban proposals for a troop withdrawal "hardly merited serious discussion", but went on to say that there was "still plenty of momentum in this initiative to bring to an

end the most protracted regional dispute in southern

dangerously radical in its

attempts to espouse the cause of the oppressed and dispos-

long-term security does not stop at the Gulf, and it is build-ing up wider contacts with more countries from East and

The Tornado aircraft deal

won by Britain - a contract for which many Americans in

Saudi Arabia still bitterly blame the US Congress for hav-

decade and more.

The acquisition of Chinese

missiles may have infuriated

the US Congress but it also served notice that the US will

lose out if Congress continues to interfere in Saudi priorities. Of particular significance is

the rapprochement between

Saudi Arabia and the Soviet

Union, in the face of opposition from Saudi religious tradition-

alists who want no ties with

the atheist regimes in Moscow and Peking.
Relations with Moscow have

been suspended since 1938. But

Saudi Arahia would probably benefit from ties to two super-

powers rather than one, and the Soviet Union has attempted to forge diplomatic and economic relationships

with Gulf oil producers since before the Gorbachev era.

expected to exchange ambassa-dors with the Soviet Union as soon as the latter completes

– to Saudi satisfaction at least

its withdrawal from Afghan-

istan. Such a step would give the Saudis an added weight in

Saudi Arabia is now widely

Saudi Arabia's search for

Brussels will not blindly follow the prescriptions of the International Monetary Fund and World Bank, a top EC aid offi-cial said in London yesterday. Mr Dieter Frisch, head of the EC directorate responsible for development, said there was little room for the EC to make further trade concessions in the new Lome accord being negotiated with 66 African, Pacific and Caribbean coun-

Lomé deal

will stress

structural

By Peter Montagnon,

World Trade Editor

adjustment

THE NEXT Lome agreement

between the European Community and developing countries will place new emphasis on structural adjustment, but

irles, so the talks were likely to focus heavily on aid. One new feature could be the provision of quick-disbursing aid funds in support of struc-tural adjustment, he said, but he denied that this simply meant liming up the EC behind the IMF and World Bank.

The EC approach to struc tural adjustment would be pragmatic, involving dialogue with recipient countries and the multilateral institutions in Washington, he said.

ing thrown away – seems to have assured Saudi Arabia of an up-to-date and independent air defence system for the next "Sometimes we felt that the approach of our colleagues in Washington was a bit doctri-naire," he told a briefing. The EC believed successful structural adjustment programmes had to have the support of the government concerned, and take account of social prob-

> Mr Frisch added that the Stabex scheme for compensating developing countries for fluctuations in commodity prices would be retained.
>
> Stabex, which he described as "an irreplaceable second-best" in the absence of an efficient world stabilisation

system, has been criticised by the UK for failing to encourage economic diversification.

Namibia would be welcome to join the Lome system after it received independence. The EC was still considering the applications of Haiti and the Dominican Republic to join, but beyond that, Lome concessions were unlikely to be extended to other developing countries in Asia and in Latin

in Geneva which would pave

ity apparently unim-paired by the eight-year Gulf war, is taking the lead

appropriate to its size and wealth in striking a more bal-anced relationship between the

In the aftermath of the Iran-

Iraq ceasefire, Saudi Arabia is also continuing efforts to

broaden its own contacts with

East and West and to reduce

its lop-sided military dependence on the US.

The Saudis backed Iraq out

of sheer political necessity and

at great cost.

According to diplomats and oil analysts in the region, "war relief" sales of crude oil and aid in cash amounted to some

\$30bn - if losses of principal

and interest to the Saudi exchequer are added to lost

opportunities in fulfilling the

country's own development needs. This financial support

was becoming harder to sus-tain and politically more risky

But the kingdom weathered

all the wrath Iran could throw

in its direction, including mili-

tary incursions into its airspace in 1984, attacks on Saudi tankers, Iranian-inspired sabo-

tage this year of one of its petrochemical plants in Jubail on the Gulf coast, and Iranian-fos-

tered demonstrations at Mecca

last year in which several hun-dred people died.

off diplomatic relations with Iran in April this year. Now

the kingdom feels more secure.

In October, King Fahd ordered the Saudi press to stop their vitriolic attacks on Iran,

reflecting the degree to which Saudi Arabia is underwriting a new beginning in Gulf states' relations with the Iranians.

Saudi Arabia finally broke

as each year passed.

Gulf states and Iran.

The day ended with leaders of delegations from Angola, Cuba and South Africa meeting around a table for the first time since the talks began last Friday, but without Dr Chester Crocker, the US

the meeting, saying that the of the South African delega-

Baghdad •

ARABIA

Iran is responding, after its own fashion, with ministerial

visits to Gulf countries and by

holding out the possibility that one of the region's airlines,

Gulf Air, may soon resume ser-

It is not forgotten in Riyadh

capital of Saudi Arabia, that before the Iranian revolution

and the onset of the Gulf war.

Iraq, not Iran, was regarded as

the regional predator. But Iraq's relative strength

has diminished. It is now far and away the kingdom's larg-est financial debtor, and although cash from "war

although cash from "war relief" crude is still going to Iraq, funds to help Iraq's recon-

struction are thought to be a

long way down the road. The very nature of Bagh-dad's Ba'ath Socialist regime,

and its past record, are enough

Iraqi President Saddam Hus-

sein's version of pan-Arab Socialism has little in common

with Saudi Arabia's conserva-

There is no sign that Iraq has given up the long-held view of itself as the paramount

Highlights

Eight months

to 31 August

Earnings

Percapital

Dividends

*Annalised

Total assets R million

unit

tive, hereditary monarchy.

to cause wariness in Riyadh.

vices to Iran.

IRAQ

KUWAIT

technical issues such as the monitoring of a withdrawal rather than the terms of the withdrawal itself.

dence that the gap between the parties over the timetable for a withdrawal of 50,000 Cuban troops from Angola has been

Mr Neil van Heerden, leader

Robin Allen examines a strategic shift of alliances towards greater Arab security It is not forgotten in Riyadh, nor in the other Guif countries, that before the Iranian revolution and the onset of the Gulf war, Iraq, not Iran, was regarded as the regional predator. When the the Gulf Co-operation Council was formed in 1981, Iraq was excluded.

> integration, the GCC has been a great source of comfort where it mattered most - as a mutual defence and security pact between the leaders of the six countries.

The dialogue with Iraq, never broken, will of course be maintained, but its nature will change to take account of the Gulf war ceasefire. Relations with Iran, once

broken, are now of necessity being renewed. Iran has a population of some 50m, compared with Iraq's 16m and Saudi Arahia's 10m. The Iranian population of the Iranian population ulation is twice as large as all the eight Arabian peninsular counries put together, includ-ing North and South Yemen. As long as the ceasefire holds, Iran is no longer a direct military threat to Saudi Arabia, Kuwait or the other

Gulf states.

But it is a disturbing and disturbed enough northern neighbour that Saudi Arabia needs to bring it back into the gional community.

Change

16.7

16.3

8.0*

3.4

Both countries apply the principles of Islam in their own rigorous fashions, yet Iran is

1987

(pro-

407

417

167*

7763**

forma)

• Real growth achieved in earnings • Exceptional increases in Malbak

and Samancor contributions • Sappi acquires major strategic interests

Significant extension of energy

• Oryx listed and underway

• Increased exploration commitment

Gencor 🛭

General Mining Union Corporation Limited

(Incorporated in the Republic of South Africa)
Registration number 61/82232/86

1988

Rmillion Rmillion

95

56

1

140

292

53

91

139

(30)

(10)

(60)

475

(audited)

Financial Results for 1988

1987

(pro-

115

53

18

99

285

47

45

95

(26)

(6)

(33)

407

forma)

To facilitate meaningful analysis the results for the period under review have been compared to the same eight month period last year.

Our mining businesses continued to provide a solid base to Gencor's earnings in spite of a decline in their combined relative contribution. The performances of the individual businesses varied considerably.

 Reduced operational profitability and to a degree increased relative investment in developing mines led to lower gold earnings. Oryx Gold Holdings Limited raised R200 million through a rights issue and was listed on the Johannesburg and London stock exchanges. Substantial loan facilities were arranged and development

of the gold mine is proceeding smoothly. The increase in the platinum contribution from Impala was constrained by a need for high capital and development expenditure.

 The Trans-Natal Group has just emerged from one of the most difficult years in its history, and as a result Gencor's coal

earnings were negligible.

The management of Samancor and its associated metals and minerals businesses capitalised on favourable circumstances. The 40 percent increase in their relative contribution to earnings more than offset the lower contributions from gold and coal.

 Sappi bought Saiccor and its contribution, which covers only the six months to June in both periods, increased in spite of the Ngodwana mill explosion and planned shutdowns in June. The effects of the Saiccor/Usutu transaction are not included.

Malbak and associates

 An excellent performance on the part of management resulted in more than a doubling of earnings from Malbak and its associated industrial interests. Their relative contribution to Gencor's total earnings increased by 75 percent.

Genbel and investments

 Increased surpluses realised as a result of investment transactions were the main reason for the large increase in the earnings contribution from this source. In a difficult investment climate post the October 1987 stock market crash, Genbel's contribution to Gencor's earnings was slightly down on the previous period.

energy-related projects. As a result a new Energy division was created with responsibilities for the Mossgas project, worldwide oil and gas exploration and the Torbanite project.

Exploration

 The commitment to increased exploration was demonstrated by a substantial rise in exploration expenditure. Activities were focussed largely on the exploration for gold and platinum group metals and participation in the exploration for oil and gas.

Future outlook

Most of our businesses are budgeting for real growth in the year ahead and consequently the earnings of Gencor itself are expected to show another real increase.

Dividends and interest

The following final dividends and interest payment were declared on 14 November 1988.

Dividends Ordinary shares 8.5% variable convertible preference shares

180 cents per share 65.25 cents per share ラ

Interest 12.5% convertible debentures

56.25 cents per debenture

Last date of registration Currency conversion Payable on Registers will be closed from 28 November 1988

25 November 1988 28 November 1988 15 December 1988

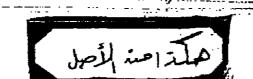
to 9 December 1988

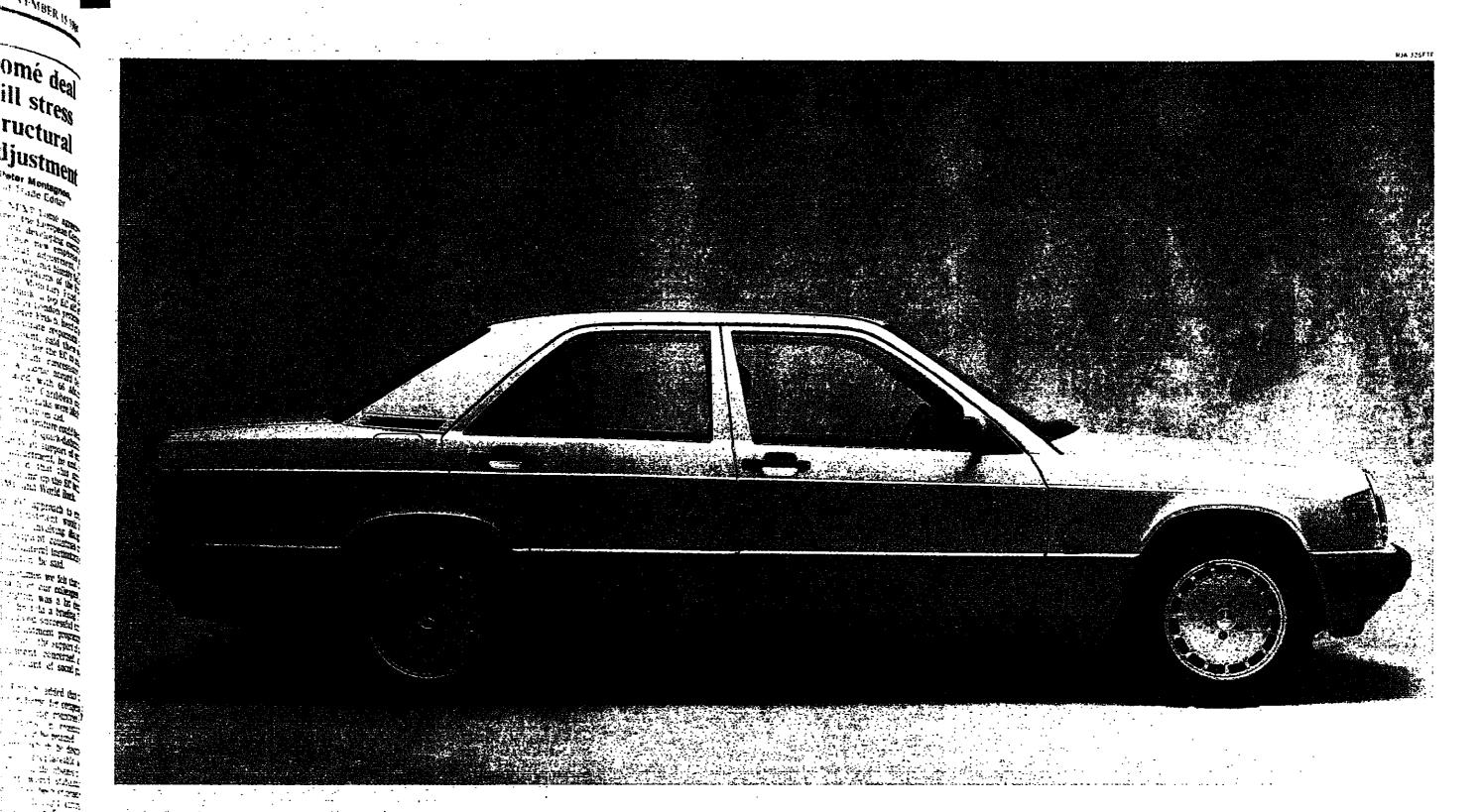
Annual report and chairman's review will be published on 30 November 1988.

General Mining Building 6 Hollard Street Johannesburg

14 November 1988







To appreciate the development of the 190 series for 1989 you need to examine it closely - each of the modifications, however subtle,

is painstakingly designed to achieve a noticeable benefit.

1

· 18 -

look at the for the rear seat passengers. 190 series.

OUTSTANDING SAFETY, COMFORT, PERFORMANCE

The rear seats also have the softer top

cushion, plus emphasised contouring and recesses

for rear seat belt buckles. Careful redesigning

has created more leg room

The new front and rear aprons namics, providing better anti-lift properties (and increased impact absorption).

IMPORTANT DEVELOPMENTS INSIDE AND OUT

New high-impact plastic side panels and external sills are resistant to small knocks and stone chips and are colour coded to complement the twenty seven Mercedes-Benz body colours.

Totally new seats combine soft velour and a new patterned fabric.

The front seats now have wider side supports, an increased lumbar support and softer top cushions for greater comfort. The driver's seat can now be adjusted for height and angle as well as legroom.



ENGINEERED LIKE NO OTHER CAR IN THE WORLD.

Mercedes-Benz have. values have been compromised in the development of the new 190 series.

None of the traditional Mercedes-Benz

The passenger safety cell, with crumple zones back and front, is as before.

The superb "big car" ride and quietness is still there.

The tireless 2 litre, 4 cylinder and 2.6 litre, 6 cylinder engines are unchanged. Just the engine of the 190E, 16-valve is enlarged from 2.3 to 2.5 litre capacity.

Mercedes-Benz have looked into every possible development for the 190 series, now it's time for you to see what the changes mean to you.

EC widens

dumping

on TVs

By William Dawkins in

European Community.

CHEAP COLOUR televisions

from China and Hong Kong are being investigated for alleged

unfair under-pricing by the

The European Commission

yesterday extended to the two countries the scope of an exist-

ing anti-dumping inquiry into imported South Korean colour

televisions, opened last Febru-

Both investigations were

triggered by complaints from the Milan-based European

Association of Consumer Elec-tronics Manufacturers, which represents all the top EC tele-vision makers, including Phil-ips, Thomson, Grundig, Fergu-son and Bang & Olufsen. This is the latest in a grow-ing line of Far Eastern elec-

ing line of Far Eastern elec-

tronic consumer products to fall foul of EC anti-dumping

rules, including videocasette

recorders and tapes and com-

GILT EDGED GIFTS FROM THE FINANCIAL TIMES...

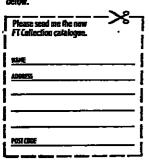
Since our first diary was launched fathern years ago, the FT has acquired an enricelled reputation for designing products which both enhance efficiency and reflect good teste.

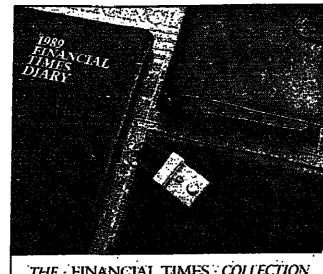
This year there's a greater choice of FT gills than ever before. To complement the femous FT Diaries and the Facinasier personal lime

and lask management system, we've introduced a superb range of imminusity craffed boardroom accessories. Not to mention the stylish new FT Wall Calendar — destined to be the most

sought after business gift of the year! And remember, every item can be personalised with initials and company logos to make the perfect corporate gift. Send for the free FT Collection ztalogge now. Write or telephone the FT

Collection, 7th Floor, 50-64 Broad Landon SW1H ODB. Tel: 01-799 2002. Send a business cand or use the coupon





THE FINANCIAL TIMES COLLECTION



FT BUSINESS INFORMATION LTD. REGISTERED OFFICE, BRACKEN HOUSE, 10 CANNON STREET, LONDON ECAP ABY.

SWISS BANKING

The Financial Times proposes to publish this survey on:

19th December 1988

For a full editorial synopsis and advertisement details, please contact:

> Patricia Surridge on 01-248 8000 ext 3426

or Gunter Breitling Financial Times (Switzerland) Ltd. 15 rue du Cendrier CH-1201 Geneva Switzerland Tel: (022) 311604 Telex: 22589

FINANCIAL TIMES

Notice to Noteholders Prospect International High Income Portfolio N.V.

Up to U.S. \$82,500,000 mior Floating Rate Notes due 1998 (of which U.S. \$41,250,000 has been issued)

Notice is hereby given that the Interest Rate for the period from 14th November, 1988 to 14th December, 1988 is 8.80%. The Floating Rate Note Interest Amount payable on 14th December 1988 is U.S. \$7.33 per U.S. \$1,000.

Bankers Trust Company, London Agent Bank 15th November, 1988

WORLD TRADE NEWS

Whiff of change on US-Cuban trade

Gareth Jenkins* describes pressures on Bush to end the blockade

HEN George Bush moves into the Oval Office he is likely soon to reopen the file on the US blockade of Cuba. Interestingly, during the election campaign it has been aides in the Bush rather than the Dukakis camp who have been most busy on this issue.

The reason is that, scenting the whiff of change, pressure has been building up from US business for the Cuban market to be declared open for trade. According to the US Commerce Department, representations been arriving at the rate of two a week in recent months, including one from McDonalds. US companies have found ways to trade with Cuba throughout almost three decades of the blockade. Since 1975 they have been able to do so legally under licence from the US Treasury - but only through third country subsid-

This, as a recent US study points out#, is a very costly and time consuming way of conducting trade. The study is the result of joint research by Ms Donna Rich and Mr Kirby Jones of the Cuban Studies Program at Johns Hopkins

THE COST OF CUBAN EMBARGO TO US BUSINESS BY SECTOR (in Millions of Cuban posce) ountry".
In 1987, the US Treasury
issued 198 licences to foreign US loss in 1965 US 25 year loss

2.265 Herbicides and Pesticides Rice Steel and Iron 1,625 Medicines and Medical Equip. 1.121 Textiles Transportation 3,005

Jones is former president of Alamar Associates which has assisted US corporations to establish commercial contacts with Cuba since 1975. The study draws on docu-

ments and statistics provided by the US and Cuban Governments and the US private sec-tor. It analyses current US sub-sidiary trade with Cuba from documentation available under the Freedom of Information Act and interviews with dozens of Cuban officials, including President Fidel Castro.

Ms Rich argues that US business has lost around \$30bn of trade with Cuba as a result of the embargo over a quarter of a century. She quotes Mr Miguel Castillo, Cuban Vice-Minister of Foreign Trade, as saying

that US corporations could capture between 33-35 per cent of Cuban trade with the West if the embargo were lifted - sums

of up to \$750m a year. The main US export prodncts involved would be grains, chemicals and medicines -together worth around \$400m machinery and parts, commu-nications equipment, paper and wood products, textiles and hotel equipment. The main imports from Cuba would be nickel, frozen concentrate, cit-rus, seafoods, sugar, tobacco and rum. Cuba could also become a major US tourist des-tination once again.

the majority viewing "trade with Cuba as they would trade with any other would trade with any other communist

subsidiaries of US companies to trade with Cuba. The list of companies trading with Cuba is like a roll call of big business and includes Dupont, Dow, Monsanto, Union Carbide, General Motors, Johnson and Johnson, Goodyear, Car-gill, Ell Lilley, and Firestone. When the embargo is eventu-

ally lifted, the main losers will be the European, Japanese and Canadian companies who have built up regular trade ties over the years. Ms Rich was told by the Canadian Commercial Attache, Mr Bernard White: "You have to understand that there is a fascination here with things American. If the US lifts the embargo, I might as well pack my bags and go home."

*Gareth Jenkins is Editor of

Cuba Business. # Donna Rich, Opportunities for US-Cuban Trade, Cuban Studies Program, Johns Hop-kins School of Advanced Inter-national Studies, Washington DC, June 1988. This study is also available from: Cuba Business, 287 City Road, London ECIV 1LA, price £15.

In Britain, he said, the Gov-

ernment had decided to go

could be done.

Lord Marshall, chairman of the UK's Central Electricity Generating Board, told the con-

ference in a keynote address

looking at the possibility of adding a fifth unit to the four-unit Isle of Grain oil-fired

power station by 1991.

pact disc players. Only last month, the Brussels authorities gave France the go-shead to restrict temporarily imports of South Korean and Taiwanese colour televi-sions arriving there via other EC countries.

EC television makers claim that China and Hong Kong deliberately undercut prices to boost their Community exports of small screen televisions much further, by opening up access to the transmission network. This would be immensely complicated in the US and he did not know how it from 35,000 sets in 1985 to 620,000 last year, to give Peking a 6 per cent share of the EC market and Hong Kong 3 per

Taken together with South Korea, the three countries have enlarged their EC market penetration from 3 per cent in 1985 to 21.5 per cent in 1987, the Commission said. As a ference in a keynote address that the board's surplus of capacity during the past two decades had now largely disappeared. Two oil-fired units and two coal-fired units which had previously been put in mothballs were being brought back into service, and the board was looking at the possibility of result, the EC market share of Community television makers slipped from 67 per cent to 55 per cent over the same period. The companies involved sold at well below the normal prices charged on their own home markets and undercut EC producers' prices by up to 51 per cent, according to Brussels, which has given them 30 days

to respond.

They include five companies from Hong Kong and a large number of regional factories in

Competition undermines social compact

THE SOCIAL compact between US electricity utilities and society was disappearing under the pressure of competition, proba-bly for ever, Mr Charles Stalion, a member of the US Federal Energy Regulatory Commission (FERC) said in

London yesterday.

He told the first day of the Financial Times World Electricity Conference there was a parallel between current debates in the US about the future of the electricity industry and that in the UK.
"Both are based on the same

apparently strong perception - that generation is not a nat-ural monopoly and that gov-ernment should therefore not try to maintain its monopoly status, either through regula-tion or through state capitalhe said.

Mr Stallon said the reforms now being considered in the



WORLD ELECTRICITY

electricity industry. In the US, the traditional system had been based on the idea that an integrated electricity monopoly should serve the needs of its area and be under an obligation to build the plant needed to maintain supplies.

Although this system worked quite well in times of low interest rates and steady US went considerably less far economic growth, it came than those planned as part of under severe pressure when the privatisation of the UK interest rates, fuel costs and

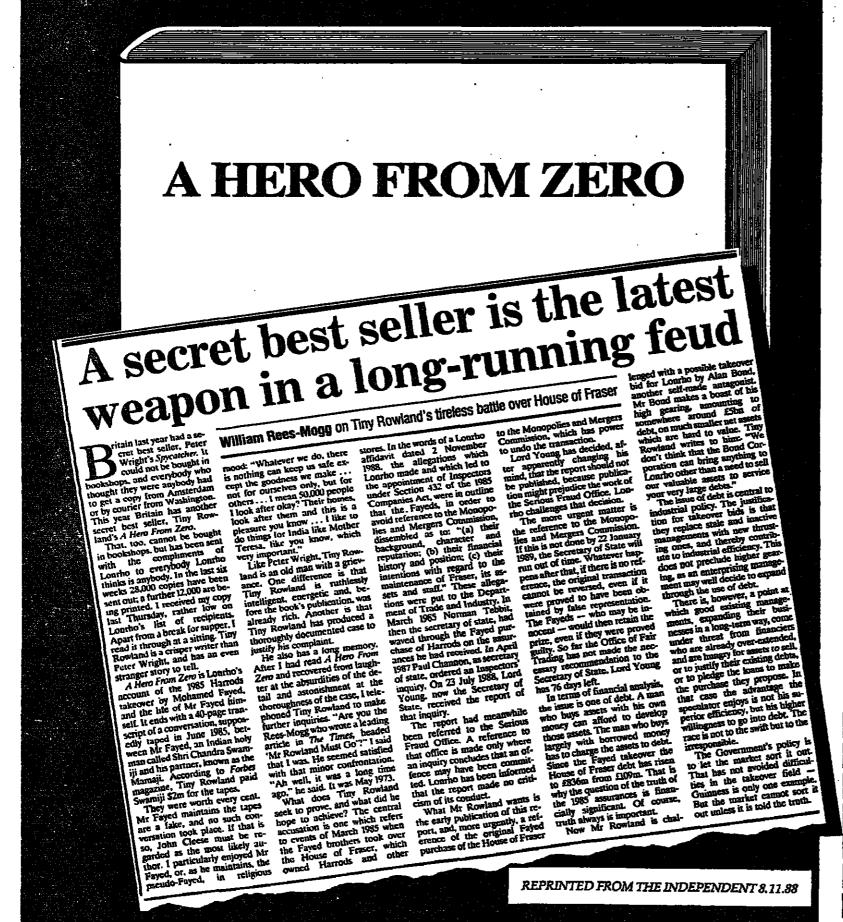
inflation rose and while eco-nomic growth faltered. Mr Stallon said: "Perhaps the most telling development that portends a major change in the traditional system, if not its total demise, is that few utilities appear to be building new generation capacity or planning to build, under the traditional rate base model."

New investments to meet growth in demand and to replace ageing units would cost hundreds of billions of dollars in the 1990s.

One way of filling this gap would be to stimulate the growth of independent power suppliers in an increasingly competitive wholesale market. Mr Stallon conceded that FERC's efforts to promote this development had not met with universal acceptance, and that more debate would be needed.

Regulation would need to be improved as markets were opened up.

If economic progress was maintained in the UK, 15,000MW, equal to a quarter of present capacity would be needed by the end of the cen-

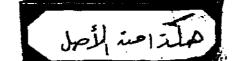


A HERO FROM ZERO

The story of the takeover of House of Fraser by Mohammed Fayed

This book, covering the highlights of the evidence given to the Department of Trade Inspectors by the Board of Lonrho, is now available free of charge from the Company Secretary, Lonrho Plc, Cheapside House, 138 Cheapside, London EC2V 6BL.

To: The Company Secretary, Lonrho Plc, Cheapside House, 138 Cheapside, London EC2V 6BL
Please send me a copy of A Hero from Zero
NAME
ADDRESS
POSTCODEFIT



Rolls-Royce set to join Spanish defence venture

By David White, Defence Correspondent

ROLLS-ROYCE, the UK aero engine group, is expected to participate in a new Spanish venture geared to international military aircraft projects.

The company confirmed it

Mark Pillik Islam

- Widens

luiry

inisie Danking is

Hardware and the state of the s

Total and a second and a second

9 7

 \mathcal{O}

was negotiating with prospec-tive Spanish partners but would not comment on the pos-sible size of its share or the

Two Spanish state-controlled companies are also being brought into the venture alongside Sener, Spain's nominal partner in the £1.7bn programme, to develop an engine

for the planned twin-jet European Fighter Aircraft (EFA).
Participation in the EJ200
engine for the Eurofighter was one of the main factors holding up the Spanish Government's decision, since it implies a major investment programme to start an aero-engine business virtually from scratch.

Spain has now brought in CASA, its partner in the EFA airframe, and the Bazan naval shipard to set up a new plant with Sener, aimed at seeking further work from other collaborative projects.

Airbus wins order

By Michael Donne, Aerospace Correspondent

AIRBUS Industrie, the of the new long-range, four-en-European airliner manufactur- gined A-340s. These deals bring European ariliner manufactur-ing consortium in which Brit-ish Aerospace has a 20 per cent stake, has won a £1.16bn (\$2bn) order from the US leasing com-pany, International Lease

Finance Corporation (ILFC).
The deal involves firm orders for 30 aircraft, with options on 16 more. They agreement includes firm contracts for four A-300s,

with options on two; six A-310s, with one option; 18 A-320 150-seaters, with options on 11 the total of Airbus aircraft on firm order to more than 900. If options are also included the total is more than 1,300 air-

An Airbus Industrie spokesman said that ILFC, one of the world's major leasing organisa-tions, had now become the first company to order the entire range of Airbus types. ILFC will lease the aircraft out to airlines around the world and is understood already to have

whiskeys from the present 100

per cent to 70 per cent, the ministry officials said. They said tariffs for air con-

Seoul cuts tariffs

IMPORT TARIFF rates on 109 items, including cars and whiskeys, will be cut by an average of 6.4 per cent, the South Kor-ean Finance Ministry said yesterday, AP reports from Secul.
The cuts, scheduled to go into effect on November 21 instead of the original date of

January 1, will trim South Korea's bulging current account surplus and avoid trade friction with other coun-tries while stabilising domestic

prices, officials said. Under the tariff cuts, import

duties on cars, trucks and buses will fall from 30 per cent to 25 per cent and those on

ditioners, refrigerators, cam-eras, stockings, shirts and chil-dren's wear will be slashed by 10 percentage points to 20 per cent. Officials said tariffs on some pharmaceutical products, sugar, washing machines and

EC to resist pressure for quick deal in Gatt talks

By William Dullforce in

THE EUROPEAN Community will not be pressed into stitch-ing up a rapid deal at the trade ministers' meeting in Montreal next month that does not pay due regard to the widely ranging interests of other countries, Mr Willy de Clerco, the EC Commissioner Clercy, the EC Commissioner for External Relations and

Trade, said yesterday.

Without naming the US but clearly referring to it, Mr de Clercq warned that no single country could impose its priorities at the mid-term review in Montreal of the General Agreement on Tariffs and Trade's Uruguay Round with-out wrecking the whole exer-

Certain unrealistic positions had been tabled in the talks on agricultural trade, he said. Washington and Brussels are still completely at odds over the US demand that the ministers agree in principle at Montreal to the long-term abo-lition of all farm subsidies.

EC agriculture ministers were vesterday trying to agree on the policy to follow at the Montreal meeting. The foreign ministers will have their say

later this month. The EC was willing to seek agreement on a package of short and long term measures, including in the longer term a substantial and concerted reduction of support to farmers, Mr de Clercq said.

EC farmers knew there was a penalty to pay when they raised output in surplus sectors. They knew, too, that they would have to adjust further, as agricultural productivity increased steeply elsewhere. But, Mr de Clercq said, in many countries farmers con-

stituted the less prosperous part of the population. In such a context there was no place for extreme positions.

The EC Commissioner told a

meeting organised by the World Economic Forum that any departure from the princi-ple of give and take in multi-lateral negotiations would cre-

eyeglasses will drop by 5 per-centage points to 15 per cent. This advertisement is issued in compliance with the requirements of the Council of The International Stock Exchange of the United Kingdom and the Republic of Ireland Limited

("The Stock Exchange"), and does not constitute an invitation to any person to subscribe for



(Registered in England No: 681440)

Prudential-Bache Securities (U.K.) Inc.

CL-Alexanders Laing & Cruickshank

30,000,000 Cumulative Redeemable Preference Shares 2010/2013 of £1 each at par

The issue of the Cumulative Redeemable Preference Shares 2010/2013 of £1 each in Parkfield Group PLC ("new preference shares") has been fully underwritten by Prudential-Bache Securities (UK.) Inc. (acting on behalf of Prudential-Bache Securities Inc.) and CI-Alexanders Laing & Cruickshank. Application has been made to the Council of The Stock Exchange for the new preference shares, which carry a fixed annual dividend of 9.001 per cent., to be admitted to the Official List; dealings are expected to commence therein on 15th November, 1988.

Details of the new preference shares are available in the Extel Statistical Services. Copies of the Listing Particulars dated 18th October, 1988 relating to Parkfield Group PLC, and of the Supplementary Listing Particulars dated 21st October, 1988, may be obtained during normal business hours on any weekday (Saturdays and public holidays excepted) up to and including 28th November, 1988 at the addresses given below, and until 17th November, 1988 only, from the Company Announcements Office of The Stock Exchange.

Prodential-Bache Securities (U.K.) Inc. 9 Devonshire Square London EC2M 4HP

CI-Alexanders Laing & Cruickshank Piercy House, 7 Copthall Avenue London EC2R 7BE

Parkfield Group PLC Longdene House, Haslemere, Surrey GU27 2PH

15th November, 1988

WORLD TYRE INDUSTRY

The Financial Times proposes to publish a Survey on the above on

13th December 1988

For a full editorial synopsis and advertisement details, please contact:

Colin Davies

on 01-236 1434 or write to him at: Bracken House, 10 Cannon Street London EC4P 4BY.

FINANCIAL TIMES

Akzo aims to create a market revolution

Laura Raun reports on hopes for aramid after the end of a patent war

RAMID fibre is five times stronger than steel yet it is lighter, more supple and fireproof. Akzo of the Netherlands, among others, hopes this versatility and affordable price will allow aramid to revolutionise industry in the 1990s much as nylon did in the 1950s. Until a half year ago the future of this "miracle" fibre was clouded by a long and bitter legal dispute between its two leading manufacturers two leading manufacturers - Akzo and Du Pont of the US. Both chemical companies must succeed with their aramid fibres in order to recoup the biggest investment each has

product. After ending their patent war in May, both companies are now competing for a lucrative world market that could rise from its present \$500m to \$725m in 1991. It is something of a David-and-Goliath battle, with Akzo claiming only about 15 per cent of the market and the US giant around 80 per

ever made in a single new

But Akzo, the world's big-gest industrial fibres maker, is intent on enlarging its share -perhaps to as much as 40 per cent - through innovative marketing and its strong customer

Aramid fibre is used in bullet-proof vests, car tyres and tennis rackets, among other products. In the future Akzo hopes to penetrate more deeply into markets for anti-ballistic materials, lorry tyres and aircraft where profit margins are

Other advanced materials such as ceramic fibres and high-modulus polyethylene are competing for new applications in high-technology industries, but Akzo has put much faith -

and money - into aramid.
"Aramid has the widest range of applications and ver-satility for the price among high-performance fibres," Mr W.H. Hupje, general manager of industrial fibres for Akzo, explained. "It is an all-rounder

versus a specialist."

Akzo also makes a carbon fibre which is stronger and more heat-resistant than aramid but twice as expensive. Since the two materials have complementary properties, Akzo believes they could form a particularly durable, flexible composite material.

Aramid is a petrochemical-based fibre synthesised from two monomers containing chlorine and hydrogen and a com-plex solvent that sparked many patent battles. The resulting polymer looks like yellow cornneal, is dissolved in sulphuric acid and then in sulphuric acti and then spun into tiny filaments 20 microns wide. These are woven into thread or yarn or moulded into pulp for plastic.

Akzo began research into aramid fibre in 1967, three years after each rivel by Port

ears after arch-rival Du Pont. Monsanto of the US and West Germany's three chemical giants eventually dropped out of the race although the Soviet Union and Teijin of Japan

stayed in. By 1972 Du Pont launched pilot production but Akzo lagged behind for another decade while consolidating its 1969 merger and heavily restructuring its fibres activi-ties. Commercial production

finally began in 1986.

"There was a long learning curve, but perhaps we waited too long," concedes Mr Hupje, reminiscent of other Dutch companies which have excelled in technology but stumbled in



The many guises of aramid fibre

Akzo is believed to have spent around Fl 1bn (£280m) over the past 20 years in devel-oping aramid, which is now being produced in a joint ven ture with a government-owned venture capital fund. Another Fl 540m came from the Dutch Government and commercial banks between 1980 and 1987. Akzo hopes to break even on a cash flow basis by 1990.

For advanced materials such as aramid the biggest chal-lenge is to create markets, and both Akzo and Du Pont have had to help customers discover ways of using it. "Marketing is not substitution but imagination, new concepts," Mr Hupje noted. "The technical boundaries have to be shifted." At the moment most custom-ers still use aramid as a substitute for existing fibres in rubber goods such as radiator hoses, drive belts and car tyres. Michelin, Pirelli and Bridgestone all use aramid to

reinforce their tyres. But the great breakthrough sought by both Akzo and Du Pont has yet to come. They want tyre manufacturers to use aramid instead of steel for

Worldwide production of aramid fibres is running between 16,000 and 17,000 tonnes a year, of which Du Pont spews out the lion's share - around 13,500 tonnes. Akzo spins 2,500 tonnes a year and plans to double its capacity of 5,000 tonnes between 1991 and

By then the Arnhem-based company will have entered the US market, where it was ban-ned in 1985 under a US International Trade Commission rul-ing resulting from the patent dispute. That battle also provoked court suits in seven countries around the world.

Until 1990 Do Pont will have a virtual monopoly on the US market under the terms of the secret out-of-court settlement with Akzo. The US accounts for two-thirds of the world market and its demand is growing by 10 per cent a year, so Akzo hopes to hit the ground running by courting customers now.

On its home turf of Europe, which accounts for one-quarter of world consumption, Akzo is doing well. It claims around half of the market and will undoubtedly fight to keep that ground despite an onslaught from Du Pont, which recently opened a new plant in North-

Perhaps the most dynamic market is the East, where both Akzo and Du Pont have gained a foothold. Akzo has set up a joint venture with Japan's Sumitomo Chemical and Du Pont with Toray.

Japan now accounts for only 6 per cent of world demand, but this share is expanding by 20 per cent a year. If Japan should enter the aerospace race, as many expect, that pace could continue for some time.

ADVERTISEMENT

THE VOICE OF SOUTH AFRICAN BUSINESS

Massive Botswana project reflects SA's role in Southern Africa

Michael Sander, Managing Director of AECI talks to John Spira, Finance Editor of the Johannesburg Sunday Star.

Spire: AECI has performed well in the past couple of years, per share earnings having risen by 21 percent (on a turnover of R3,3 billion) in 1987 and by 15 percent in the six months to June 1988. Could the company have done better and how would you describe the outlook for the next year or two?

Sander: Last year earnings were adversely affected by the miners' strike and earlier this year the simultaneous shutdowns for scheduled maintenance of two Coalplex plants and an explosion at Coalplex's Chlor Alkali plant had a negative impact on our results. The Coalplex plants are back on stream, with capacity increased by 25 percent af-

ter debottlenecking.

Currently, demand is strong in explosives and chemicals, plastics, fibres and paints. Agricultural chemicals remains a problem area because the industry has too much capacity. Following our recent acquisitions, we are the largest player in this industry. In the light of the measures we have taken to place this sphere of our activities on a more profitable footing and the more optimistic outlook for farmers, I am confident of improved results from this

The decline in the value of the rand has boosted exports and this factor, together with rising prices for our products and the fact that we have no need to embark on any major capital expenditure programmes in the next two years, suggests that the past trend in earnings growth will be extended (possibly more vigorously) into the second half of 1988

Spira: You mention that AECI has no major capital expenditure scheduled for the near future. What of the Botswana soda ash project?

Sander: We do indeed have this project ahead of us, though we do not regard the outlay involved as part of our normal ongoing capital expenditure. Actually, we're very excited about the Botswana venture — not only because it's a large, R900 million-plus, project but because it demonstrates this country's commitment to helping towards the development of the African sub-continent. It is by far the largest under-taking we have embarked upon outside South Africa's borders and although the Botswana economy is fairly buoyant, the soda ash project will certainly give that country's economy a marked shot in the arm.

The venture will produce about 350 000 tons of soda ash and 700 000 tons of salt a year from the Sua Pan, 180 kilometres west of Francistown. It will create permanent jobs for some 600 Botswana. Soda ash will be retrieved from the brine or salt pans using solar evaporation ponds and a chemical plant. At present, all South Africa's soda ash is being imported. Accordingly, Botswana will benefit from selling soda ash and salt to South Africa, while South Africa will gain from the fact that the pula is not as strong

as the dollar and transport costs will fall, It is worth mentioning that planning has not been without difficulties. Towards the end of last year the American Natural Soda Ash Corporation (Ansac), a world monopolist, tried to block the scheme. It wrote to South African customers advising them that the project was not viable. It threatened to dump soda ash on the South Afri-can market and tie customers to 10 year contracts. I be-lieve that we've since overcome those difficulties.

Spira: Another major future venture will surely be the production of synfucis. Is this still a long way off?

Sander: It's been deferred because the country's resources sander: It's been deterred because the country's resources cannot accommodate such a project at the same time as the Mossel Bay oil-from-gas venture (Mossgas) currently on the go off the western Cape. The delay doesn't worry us, since it gives us additional time to perfect our designs and planning. Once Mossgas is up and running, South Africa will need another synfuel project and I am confident that AECT's proposed methanol plant will be the route that the computer takes Spira: What progress has AECI made in the sphere of research and development?

Sander: Development of leading-edge technology to provide innovative and profitable products, processes and services which meet the needs of customers and markets remains the primary objective of research effort within the group. Additional resources were allocated to research last year and we intend enhancing the groups' capability in this

Important advances have been made in the development of new products and applications systems in the explosives field. More decentralised production facilities have been commissioned which, together with a complete range of products to meet the requirements of the mining industry. place the company in a strong position to maintain its dominance in the explosives market.

A strong research group has been formed to lead the group's thrust into the field of biotechnology and particularly the enhancement of the nutritional value of basic food. Efforts are being focussed initially on production of animal feed additives but will be broadened to include development of low-cost processes to convert South African raw materials into a wide range of speciality food chemicals.

Spira: In the wake of disinvestment, the number of social responsibility programmes undertaken by the private sector in South Africa appears to have dwindled. What is AECP's approach to its employees in this

ander: The process of change in South Africa is accelerating and new social, economic and business pressures confront us daily. Ours is a particularly complex society comprising a diversity of people and cultures, all with aspinations and needs which must be recognised in moving towards a new and better future.

More than 15 years ago, the management of AECI recognised how the social and economic forces emerging in the western world would impact on South Africa and lead to wide-reaching changes in our business and in our lives. They began to put in place new approaches to help us cope with the process of change and to allow the company and its people to prosper and grow in a different and constant-

ly changing environment.

The thrust towards coal-based technology, recognition of the need for market and customer-orientated business strategies, and the changes in company organisation to form the AECI group were all part of this process. Today, I believe that we, as a group of companies com-

prising 27 000 people, need to identify very clearly those principles that we value and are prepared to commit our-selves to. These will guide us in pursuing our group pur-pose, in managing our business affairs and in maintaining a successful group which satisfies the aspirations of its

Spira: Do you have a clear and unequivocal statement that outlines the principles to which you refer and are all your employees aware of your commitment to these

Sander: Yes indeed. We have instituted a programme we call it "Towards 2002" — which we have distributed throughout the group in the form of printed and audio-

It spells out the group's purpose of enhancing the wellbeing of the people of South Africa within a socially responsible free enterprise economy, by generating wealth to meet the needs of its shareholders, employees and the commu-nities it serves. In pursuance of this purpose, the group will focus its business endeavours on satisfying the needs of customers through the development, manufacture and supply of chemicals and related products, technologies and

It stresses our belief in caring for people. Without them, ideas would not come to fruition, theories could not be



put to the test, systems would not be implemented. Recogising this, we want to ensure the best possible quality of work life for our people. On a personal level, this means ensuring that the needs of AECI employees are fully understood and that we behave in a way that recognises these needs. On a corporate level, it means ensuring that all reasonable health and safety precautions are taken and that we offer adequate benefits and facilities. On a social level, it means treating all people with equal dignity and

Each person is unique. Whatever the difference in attributes and abilities, we believe that every individual has the right to equal respect and equal status in the eyes of the law: Every individual has the right to freedom of choice, expression and association. For these to be meaningful, each must have equal opportunities to progress according to ability. It follows that we regard discrimination against individuals, on grounds other than ability, as

Spira: How does your approach to collective bargain-

ing dovetail with these principles? Sander: We recognise the rights of the individual to contribute to the decision-making process but uphold the necessity for final decisions to be made by those best qualified to do so. Group bargaining and representation recognised as extensions to the individual rights of freedom of expression and association.

We believe a socially responsible free enterprise economy best accommodates these freedoms. Such a system would provide for protection of the environment, limit excessive concentration of economic power, help those who need to develop marketable skills and provide adequate means of support for those who can't."

Spira: What, more specifically, does AECI do to assist in the development of individuals and communities?

Sander: Our involvement in this area embraces extensive in-house training, urban and rural school development, community projects and support for primary, secondary and tertiary education.

Spira: Do you envisage a future situation in which the tightening of the sanctions net militates against AECI in particular and the country in general achieving the goals you have outlined?

Sander: There can be no doubt that sanctions militate very strongly against the economic progress so desperately needed for the upliftment of South Africans and especially black South Africans. Sanctions are anothema to economic progress and in the absence of economic progress political reform and enhanced standards of living for the majority of the populace will not be achieved. The greater our financial strength, the better will be the prospect

of prosperity and security for everyone. Those who propogate sanctions against South Africa simply have no idea of the long term harm they are causing to those they profess to help. The sanctioneers are omoting political and economic stagnation and a future of untold misery for the vast majority of South Africa's



AECI LIMITED

Carlton Centre Johannesburg PO. Box 1122 Johannesburg 2000 Telephone (011) 223-9111

UK NEWS

Retail sales rise of 1.9% dashes hope of slowdown

In the three months to October, sales volumes were 1 per cent higher than the previous three months. Comparable fig-

ures during the summer months showed rises of up to

Sales in the three months to

October were 5% per cent

higher than the corresponding period a year before. The Treasury said that it would take time for interest

rate rises to take full effect and

it was not until October that the second rise in mortgage rates began to have an impact.

The DTI's index of the output prices of manufactured goods showed a 0.5 per cent rise to 114.8 (1985=100) between September and October. But the annual rate of

growth fell from 4.9 per cent to 4.7 per cent in the same period. The output price rise in

then the annual growth rate in

Retall Sales

to official figures yesterday, dashing hopes that high inter-est rates were leading to a steady deceleration in con-

Provisional Department of Trade and Industry figures showed retail sales volumes to October after adjustment for normal seasonal variations. Volumes fell 0.8 per cent in

September.
The rise far exceeded analysts' forecasts and prompted fears of another rise in base interest rates - although market reaction was muted.
Other DTI figures showed

that manufacturers continued last month to raise the prices of goods leaving the factory gates, rises which could feed through into higher prices. There was a fall, though, in the cost of wall and provide the cost of the land through in the cost of fuel and raw materials bought by manufacturers.

Together the figures pro-voked fresh fears that the economy is still growing too fast and that excess demand is leading to higher prices and a surge in imports. Figures for October's retail prices index. released on Friday, are expec-ted to show inflation rising to

well above 6 per cent.
The retail sales figures appeared to contradict anec-dotal evidence from retailers and the latest Confederation of British Industry/Financial Times distributive trades sur-vey. This showed retailers reporting a marked decelera-tion in sales volumes last

Both the DTI and the Treasury pointed out, however, that it was unwise to note trends from a single month's figures. They also said that longer-term figures could point to a slow-

September and October. Volume (Seasonally Adjusted) 1980-100

Other figures yesterday show a 0.7 per cent fall in the cost of fuel and raw materials bought by manufacturing industry in October after adjustment for seasonal variations - the third consecutive monthly fall. The provisional index stood at 98.7 (1985=100) against 99.4 in September.

The retail sales figures came as a surprise to retailers, many of which have already said that

October was a dull month, especially for clothing sales.
The Retail Consortium, the

trade body which represents retailers, said it was "a little perplexed by the figures", which did not match its members' informal reports of muted Mr Michael Julien, chief

mr anchaet Julien, chief executive of Storehouse, the BhS, Mothercare and Habitat group, said that the retailing climate had worsened since the group's half-year end in mid-September.

Warm weather has deterred buyers of winter clothes, and a number of fashion retailers are already holding "mid-season sales." Retailers have also said that Christmas trading is

starting late.

Mr John Richards, retail anslyst at County NatWest Wood-Mac, the broker, suggested that the 1.9 per cent rise in volume in October might stem from price-cutting — a thought which brings no comfort to the

October almost certainly reflects increasing profit marshops.
Weekly sales figures from
the John Lewis Partnership gins. Labour costs have remained relative subdued, with rising earnings offset by higher productivity. show increases in three of the four weeks in October running below its budget of 9.9 per cent If the traditionally more volduring the current half year. But the first week in November saw John Lewis' sales up atile food, drink and tobacco prices are excluded, however,

elections manufactured goods prices actually shows a rise between By Michael Cassell,

> first cross-European political party, adopting an identical manifesto throughout the Community to fight next year's Euro-elections, was launched yesterday at West-The Initiative for a Euro-pean Democracy (IDE) claims

WHAT IS claimed to be the

New party

to fight

European

Political Correspondent

that it is not linked to any national or European parties or institutions within the EC and will stand on the basis that Europe can regain its pre-eminence only through total unity.

A spokesman said: "As IDE alms at structural change, it is outside the traditional left-right-centre political spec-

IDE is neither left-wing, right wing nor central."

The new party's main aim is to bring about structural changes within Europe, trans-ferring power from national to European level.

The spokesman said the strategy required an increase in the competence of the Euro-pean parliament and in the establishment of regional par-

He added: "The 1992 single-market proposals will create an economic Europe, but IDE aims at promoting a demo-cratic political Europe."

The party, which claims it will put forward candidates will put forward candidates throughout the Community, aims initially to achieve 5 per cent of the vote, basing its appeal on the case for economic, defence and foreign policies to be transferred to European, rather than national, levels.

BEST RANGE OF VANS AND TRUCKS

Leyland BAF is the leader in many sectors of the truck market.

Leyland DAF has the hest and widest

range of vans and trucks on the British

market. Vans and trucks to meet all

the operators' requirements from 2.8

The Sherpa van range and this award

winning Roadmaner light truck, buth

selling strongly in the UK, are now

rapidly building sales successes in

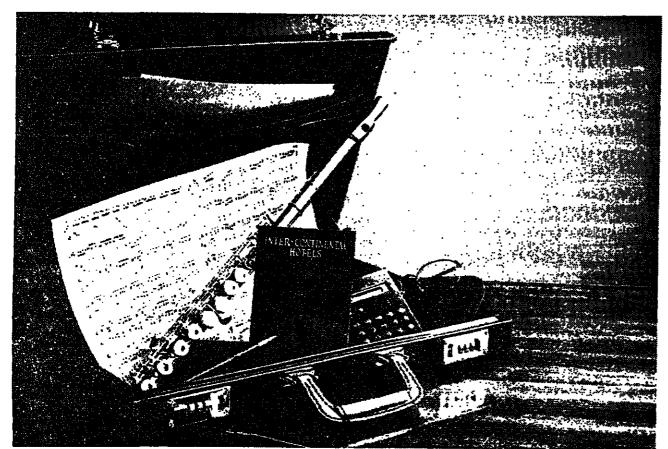
tonne vans to 38 teams trucks.

The heavy range includes the top. weight Resittain and the 1988 Truck of the fear, the Leyland DAF 95 series. An exciting addition to the Deyland BAF. range is the new 4 tenne military

Leyland BAF, part of DAF BV, is a company whose enviable success has been hullt on making the best range of yans and tracks available.

Leyland DAF

CONDUCT YOUR BUSINESS WITH STYLE



... AND COME BACK FOR AN ENCORE.

An Inter-Continental Prelude At Special Winter Rates

Now you can conduct your business with all the elegance and deluxe service of a worldclass hotel at a truly remarkable price. From 1st December to 28th February enjoy Inter-Continental and Forum Hotels at our special winter rates. And to make your stay perfect, you'll receive a stylish and desirable complimentary gift for someone very special on

a stay of two nights or more. And a Finale for The Weekend.

You'll receive a certificate for an upgrade to a suite or deluxe room for the weekend at any participating Inter-Continental or Forum Hotel

when you stay just two week nights. For details of our special winter rates contact your travel agent. For reservations see the telephone numbers below.

£49.00	£59.00	£69.00	£89.00	£109.00
Harmover Munich Penta Wiesbaden	ATHENS LUXEMBOURG AMERCIAN HOTEL AMSTERDAM THE GEORGE EDMBURGH	BRUSSELS THE FORUM, LONDON LISBON VIENNA COLOGNE DUSSELDORF FRANKFURT HAMBURG BERLIN STUTTGART	LE GRAND, PARIS GENEVA ROME MADRID HELSINICI	LONDON MAYFAIR BRITANNIA PORTMAN THE AMSTEL AMSTERDAM PARIS THE STRAND, HELSHIKI

INTER-CONTINENTAL HOTELS FORUM HOTELS'

LONDON 741 9000 · REST OF UK 0345 581 444 WEST GERMANY 0130-3955 · FRANCE 19-05-90-85-55

NatWest orders terminals from BT

By Terry Dodsworth,

BRITISH TELECOM is to provide 16,000 computer ter-minals for the National Westminster Bank's nationwide local branch network in a deal which marks a further diversification by the company into

The order, for an undis-closed sum, follows the formation of BT's Major Customer Projects division 2½ years ago to bid for broadly based information technology projects with the group's larger cus-

This is the first time that division has won a large con-tract in the terminal field. Mr David Hine, project man-ager, said yesterday that the NatWest deal was expected to

provide the base for other con-tracts in the same field. The terminals were being fitted to a networking system designed by RCA of the US, and widely installed in a number of industrial and financial companies. This would give BT the opportunity to sell its expertise elsewhere, including

North America, he said. BT's role in the NatWest

contract was as a designer and installer of the equipment. The basic components of the terminal are being imported from Wyse of the US, one of the world's largest indepen-dent terminal manufacturers, while other key components are being produced in the UK to BT designs. These parts are brought together and assem-bled by a distributor of Wyse products in North London.

According to Mr Hine, about 50 per cent of the contents of the final product will be produced in the UK, while all the software and systems integra-tion expertise is being pro-vided by BT.

Bank extends broking arm

By David Barchard

BROWN SHIPLEY, the London merchant bank, is to open stockbroking branches in Bexhill, East Sussex, and Newcas-tle upon Tyne.

The network will concentrate on research, portfolio management, electronic comunications, and dealing

Central Finance Co. Ltd. £10,000,000 6 1/4 per cent.

Convertible Bonds 1996 NORCE is hereby given that the address of The Industrial Bank of Japan (Luxendasurg) S. N. a Pajang and Conversion Agent for the always Bonds, has changed to 38, Beatlesan

du Prince Henry, B.P. 68, 1-2010. duscinionie. Morgan Grenfell & Co. Limited Line dery grand file is

Housing plan for Le Touquet

Walker, two British developers, develop announced plans yesterday for France. a £50m housing development at Le Touquet in northern France which is designed to take advantage of the Channel tun-

About 60 per cent of the 1,000 homes are expected to be sold to Britons wanting second or retirement homes.

Mr Declan Kelly, chairman one-bedroom apartments to five-bedrooom luxury homes, would fetch between £40,000 and £200,000 if sold today. This was between two-thirds and half the price of similar homes currently being sold on the south coast of England. Mr Kelly said that it was the

first British development in northern France aimed at the Channel tunnel market - although Declan Kelly and other British groups, including Wim-pey, Higgs & Hill and McCardevelopments elsewhere in Mr George Walker, the for-

mer boxer who is chairman and chief executive of Brent Walker, said Le Touquet, a picturesque French coastal resort, would be within two hours of London, Paris and Brussels when the tunnel was com-pleted in 1993.

He said English, Dutch, West

of Declan Kelly, said the German and Franch International homes, which will vary from institutions had offered to open offices at Le Touquet to provide mortgage finance to potential buyers. Purchasers were expected to come mainly from Britain, France and Bel-

The houses and apartments will be built on part of a 1,500-acre (600 hectare) site bought two years ago by Brent Walker for £4.8m from the Bell family, which founded Bellway, the British housebuilder.

The purchase was made just a few months before the Chun-

DECLAN KELLY and Brent thy & Stone, had housing nel project won official

The site includes a hotel, two 18-hole championship golf courses, which have staged both the French and European open championships, and a casino. Brent Walker intends seperately to build another 120-bedroom hotel and another 18 hole golf course. Member-ship of the golf courses will be offered to purchasers of the

Declan Kelly will pay for the construction of the homes and for necessary infrastructure, including roads. It will pay Brent Walker a minimum of £10m when the houses are sold. Brent Walker will also take a share of the profits after deducting agreed costs. The scheme which has received outline planning permission is expected to take about seven years to complete. The developers expect to start marketing the homes in the new year.

SBellway plc

National Housebuilders

KEY ACHIEVEMENTS

- **TURNOVER £102 MILLION**
- PRE-TAX PROFIT £14 MILLION UP 80%
- **EARNINGS PER SHARE UP 68%**
- **⋑ DIVIDEND UP 25%**

1988	1987
£102.5m	£84.3m
£14.0m	£7.8m
35.1p	20.8p
10p	-0.9p 8p
	\$102.5m \$14.0m 35.1p

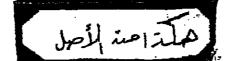
Extract from chairman's statement:

"We continue to be very confident for the future based upon the wide geographical spread of our activities, the range and appeal of our products and the broadening of the Group's base. The current sales position is well ahead of last year, particularly in the North where margins are improving."

Kenneth Bell

To receive a copy of the 1988 Annual Report please contact: The Company Secretary, Bellway plc, Horsley House, Regent Centre. Gosforth, Newcastle upon Tyne NE3 3LU. Telephone: 091 285 0121.





UK NEWS

A fatal recipe for good heart care

Kieran Cooke explains why Ulster has a lead in cardiac treatment

AKE one, or perhaps two eggs. Take at least two substantial slices of

WI WILL IS IN

ew party

fight

aropean

ections

and Custell the population of the second

Activities of the control of the con

the state of the s

in the training

And the state of t

einer The 1995 C.

e hich des

east heart.

0 20¢ 133

carpe: p

Ouquet

, r

-{ p80%

bacon, two substantial slices of bacon, two sansages and tomatoes. Then cut a couple of slices of hiark pudding.

Add white pudding, a sort of Irish version of haggis. Then add soda bread, in Northern Ireland called farls and potato bread (fadge). Optional extras would be mushrooms and for good measure some wheaten bread. Fry and consume with gusto.

bread. Fry and consume want gusto.

The "Ulster fry", pride of Northern Ireland cuisine, was once referred to as the most deadly meal since the days of the Borgias' mammoth feasts, a heart attack on a plate still

a heart attack on a plate still eaten regularly
Northern Ireland has the highest incidence of coronary heart disease in the world. Death rates from coronary heart disease in the province are 298 for every 100,000 people per year, according to the World Health Organisation.

Death rates in the UK as a whole are very high: Scotland closely follows Northern Ireland in the heart attack table while in England and Wales there are 243 deaths per 100,000. This compares with 230 in the US, 79 in Spain and 45 in Japan.

in the US, 79 in Spain and 45 in Japan.

Doctors do not piace all the blame on the Ulster Fry. Rather they see a combination of factors as being responsible for heart disease. These include family history, smoking and general life style patterns. But the Northern Ireland diet, rich in fats and dairy products, is an important contribution to the province's top of the league status.

Northern Ireland section of a 10-year World Health Organisation project monitoring heart disease around the world.

"The US and Finland, countries where the incidence of heart disease has been high, have brought their figures down considerably through changes of diet and life style. Unfortunately that has not been the case in Northern Ireland."

Heart disease

700

Male

400

Infortunately that has not been the case in Northern

Ireland."

Cholesterol levels are so

Cholesterol levels are so high in Northern Ireland that nearly 90 per cent of adults in the province are estimated to be above the international Who standard for cholesterol levels. Dr Evans says that powerful vested interests in the food industry are frequently responsible for misleading the public. A province-wide Change of Heart campaign has been launched to increase health awareness. Seminars on diet and general health promotion are being held in factories and offices.

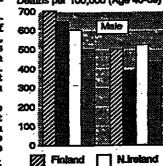
offices. Particular attention is focused on schools where pre-liminary studies have shown that coronary risk factors are present in children

present in children
Dr Maurice Savage of
Queen's University of Belfast
says: "A study of 100 children
in one school showed that 50
per cent of pupils had cholesterol levels higher than they
should and that 10 per cent of
12 year olds smoked."

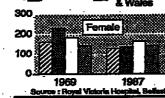
A comprehensive green

A comprehensive survey testing coronary risk factors, physical activity and children's dlet starts early next year, the first of its kind to be carried

Deaths per 100,000 (Age 40-69)



Finland N.I.reland
US England
& Wales



"punishment" kneecappings, where the victim is shot through the knees, have had to be dealt with so often that Northern Ireland now leads the world in such areas of surgery. Hospitals such as the Royal Victoria are among the leaders in Europe for cardiac facilities. Northern Ireland has also been a leader in developing specially equipped "Cardiac ambu-lances" which have already proved to be an important life-

include family history, smoking and general life style patterns. But the Northern Ireland diet, rich in fats and dairy products, is an important contribution to the province's top of the league status.

"People here have a very conservative, traditional approach to eating," says Dr Alan Evans, a heart specialist at the Royal Victoria Hospital in Belfast and head of the single coronary risk factors, proved to be an important life-saving service.

Dr Jennifer Adgey, a cardiologist at the Royal Victoria, has recently completed a series of tests on equipment which she describes as an amazing step forward in the speed and availability of cardiac care. Medphone, a company in New Jersey in the US, has developed a portable defibrillator, fitted into an attache size case,

used to administer life-saving shocks to the heart.

When the case is opened and a phone phigged in, the system automatically dials a hospital base station. Screens at the hospital are able to analyse the patient's electro cardiograph, transmitted from pads on the chest down the phone line. A hospital operator is then able

hospital operator is then able to send a message back down the phone line to the defibrillator which will then administer

the necessary shock.

Part of the Medphone equipment is manufactured in Bangor, Northern Ireland, by Marquette NI, and the first European tests have been successfully carried out in the province. "We calculate that a province. "We calculate that a person can receive treatment in less than a minute with this device," says Dr Adgey. "We will also be doing tests on celular versions of the same system which will mean that to have treatment the patient does not even have to be near a telephone junction box.

The possibilities are end-

less. Instead of taking the patient to the hospital we will in future be taking the hospital

to the patient."

Marquette NI has rapidly become one of the world leadecome one of the world leaders in specialised heart equipment. It is now making a battery powered defibrillator for use by ambulance crews and paramedics. Many UK ambulances already have the new equipment installed and there are increasing sales in Europe are increasing sales in Europe
It is no coincidence that
Northern Ireland has rapidly
become a world leader in cardiac care. The Ulster Fry and

other factors give it the doubt-ful distinction of being the heart attack capital of the world. Northern Ireland has, ironically, also become one of the safest places in the world

WE **BELIEVE** THE MORE **ACTIVE THE** MARKET, THE BETTER THE PRICE. The supply, the demand. The buyers, the sellers. Together, they make the market. Together, they produce the liquidity to find the best possible price. At the lowest possible cost. No other futures market brings more market forces together in one competitive forum. No other market has more highly capitalized local traders actively, openly competing for the best price. The price that's driven by the global market. Others may try to recreate it. But

no other market matches it. The

Chicago Board of Trade. Believe in it.

Chicago Board of Trade The exchange to believe in.

The Chicago Board of Trade European Office, 52-54 Gracechurch Street, London EC3V OEH England, (441) 929-0021

Daewoo investment raises job hopes

By Our Belfast Correspondent

A DECISION by Daewoo, the South Korean industrial and electromics group, to open a £18m plant manufacturing video recorders in Ulster, has helped partly to offset the damage caused by the closure of several international companies in the County Antrim area manufacturing that Daewoo's investment will provide work for many people who lost their jobs when the militinational companies pulled in the Antrim area resulting in nies in the County Antrim area in the last 10 years.

Courtaulds, ICI, British Enkaion, Michelin and Carprovince is a success for the investment will also provide

provide work for many people who lost their jobs when the miltinational companies pulled

was the best news about over-seas investment in Northern Ireland for years and showed how positively major interna-tional corporations viewed the Ulster business opportunity.

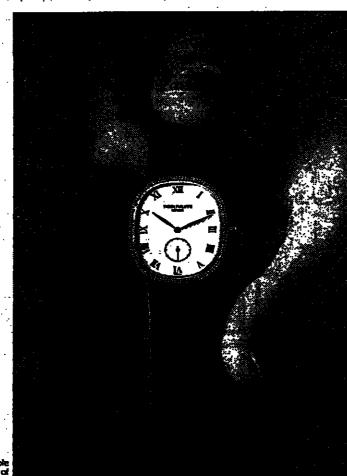
WHEN you first handle a Patek Philippe, you become aware that this watch has the presence of an object of rare perfection.

We know the feeling well. We experience it every time a Patek Philippe leaves the hands of our craftsmen. You can call it pride. For us it lasts a moment; for you,

a lifetime. We made this watch for you - to be part of your life - simply because this is the way we've always

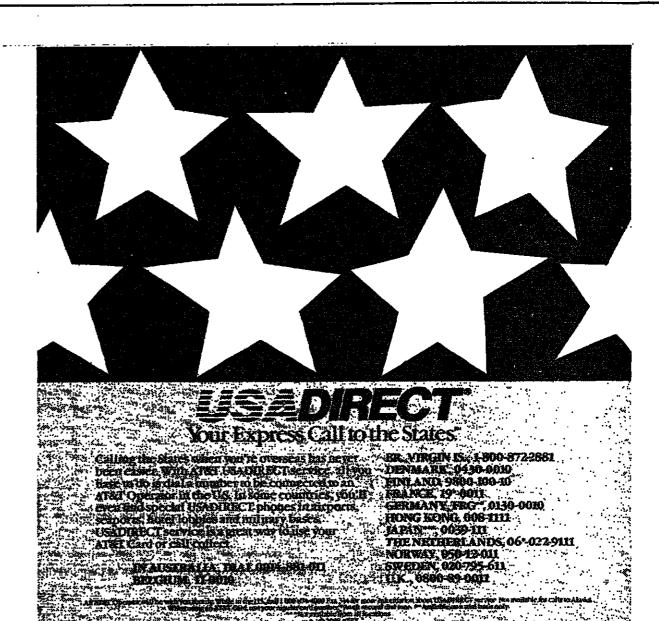
made watches. And if we may draw a conclusion from five generations of experience, it will be this: choose once but choose well.

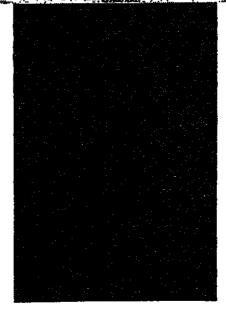
A Patek Philippe because it's for a lifetime.



PATEK PHILIPPE **GENEVE**

Exclusive Patek Philippe showroom, 15 New Bond Street, London Asprey & Co Ltd, 165 New Bond Street, London Garrard & Co Ltd, II2 Regent Street, London George Pragnell Ltd, 5 Wood Street, Stratford - upon - Avon





The right choice.

> Bayerische Landesbank

of the holders of the below-mentioned Notes Japanese Yen 10,000,000,000 57/6 per cent. Notes due 1991 Japanese Yen 10,000,000,000 81/2 per cent. Notes due 1992

NOTICE IS HERBHY GIVEN that Meetings of the holders (the "1981 Noteholders") of the Japanese Yen 10,000,000,000,000,000,000,000 81/2 per cent. Notes due 1992

NOTICE IS HERBHY GIVEN that Meetings of the holders (the "1981 Noteholders") of the Japanese Yen 10,000,000,000 81/2 per cent. Notes due 1992 of Bayerische Landesbank (Brozentrale (the "1991 Notes") and of the holders (the "1992 Noteholders") of the Japanese Yen 10,000,000,000 81/2 per cent. Notes due 1992 of Bayerische Landesbank (Brozentrale (the "1992 Notes) will be held at 10.30 a.m. (London time) and 11.30 a.m. (London time) respectively on 7th December, 1983 at the offices of the London Branch of Bayerische Landesbank (Brozentrale (the "1992 Notes") will be held at 10.30 a.m. (London time) and 11.30 a.m. (London time) respectively on 7th December, 1983 at the offices of the London Branch of Bayerische Landesbank (Brozentrale (the "1992 Notes of the London Branch of Bayerische Landesbank (Brozentrale (the "Bank") and Kredetbank Shapery Agreement dated 25rd April, 1986, made between Bayerische Landesbank (Brozentrale (the "Bank") and Kredetbank S. A. Luxembourgedse as Fiscal Agent and others relating to the 1991 Notes, and the Fiscal Agency Agreement"). The Resolutions of the Bank (Luxembourge) S.A. as Fiscal Agent and others relating to the 1992 Notes (sech "Fiscal Agency Agreement"). The Resolutions of each other 1992 Notes (the "Conditions") by the Insertion of an additional Condition to each issue pursuant to which the Bank may, from time to time, without the consent of the relevant Noteholders or the holders of the Notes and Coupons, supertaining thereto (the "Coupons"), respectively, effect the substitution of a body corporate incorporated or established outside the Federal Republic of Germany as debtor under the Notes and Coupons, without the consent of the Bank in the terms to be required by the relevant Fiscal Agency Agreement) to a trustee for the relevant Notes of the Rotes and Coupons, subject to the payment of principal, interest and othe

Full details of the background to, and the reasons for, the proposed modifications and the Extraordinary Resolutions are centained in an Explanatory Statement prepared by the Bank dates 15th November, 1988, copies of which are available for collection by Noteholders at the specified offices of the Agents for the Notes specified below. The Explanatory Statement contains, inter alls, (i) the forms of the Conditions as they will be if the Extraordinary Resolution is passed and (2) the form of the Deed of Guarantee by the Bank or of the charge or assignment of a deposit with a branch of the Bank in, or substantially in, the form in which it will be secured in connection with any substantially in, the form in which it will be executed in connection that any substantially on the State of Conditions in, or substantially in, the form which would apply following any such substitution).

57/2 % NOTES DUE 1991
EXTRACHDINARY RESCLUTION

"THAT this Meeting of the holders (the "Noteholders") of the Japanese Yen 10.000.000,000 57/8 per cent. Notes Due 1991 (the "Notes") of Beyerische Landesbank Girozentrate (the "Bank") Insteed under a Flecal Agency Agreement (the "Fiscal Agency Agreement") dated 23rd April, 1986, made between the Bank and Kredletbank S. A. Luxembourgeolse as Fiscal Agent (the "Fiscal Agent") and others (as amended) hereby:

(1) assents to the modification of the Terms and Conditions of the Notes (as printed on the reverse thereof and in Schedule 1 to the Fiscal Agency Agreement) proposed in paragraph (b) of the Explanatory Statement Issued by the Bank and dated 15th November, 1988, a copy of which has been produced to this Meeting and Initiated by the Chairman hereof for the purpose of Identification;

(2) sanctions every modification, aproaction, variation, compromise of, or

(3) authorises the execution of a Supplemental Fiscal Agency Agreement in the form of the draft produced to this Meeting and for the purpose of identification signed by the Chairman hereof to give effect to the modifi-cation referred to in paragraph (1) of this Resolution."

EXTRAOFIDINARY RESOLUTION

THAT this Meeting of the holders (the "Noteholders") of the Japanese Yen
10,000,000,000 8 Up per cent. Notes Due 1992 (the "Notes") of Bayerische
Landesbank Girozentrale (the "Bank") issued under a Fiscal Agency
Agreement (the "Fiscal Agency Agreement") dated 7th Octoer, 1986, made
between the Bank and Banque Paribas (Luxembourg) S.A. as Fiscal Agent
(the "Fiscal Agent") and others [as amended] hereby:

(1) essents to the modification of the Terms and Conditions of the Notes
(as printed on the reverse thereof and in Schedule 1 to the Fiscal
Agency Agreement; proposed in paragraph (b) of the Explanatory
Statement issued by the Bank and dated 15th November, 1988, a copy
of which has been produced to this Meeting and initialled by the
Chairman hereof for the purpose of identification;

(2) sanctions every modification, serveriton, compromise of or

The attention of Noteholders of each series is perticularly drawn to the quorum required for the Meeting for the relevant series and for an adjound to the set out in paragraph 2 of "Voting and Quorum" below which applies separately to the Meeting for each series of Notes. Copies of the Fiscal Agency Agreement for each issue of Notes (including the currently applicable Conditions) and of certain other relevant documents able for inspection by Noteholders at the specified offices of the Agents for the relevant Notes specified below.

1. A Noteholder wishing to attend and vote at the Meeting in person must produce at the Meeting either the Note(s), or a valid voting certificates issued by an Agent relative to the Note(s), in respect of which he wishes to vote.

A Noteholder not wishing to attend and vote at the Meeting in person may either deliver his Note(s) or voting certificate(s) to the person whom he wishes to attend on his behalf or give a voting instruction (on a voting instruction from obtainable from the specified office of any of the Agents specified below) instructing an Agent to appoint a proxy to attend and vote at the Meeting in accordance with his Instructions.

Notes may be deposited until the time being 48 hours before the time appointed for holding the Meeting (or, if applicable, any adjourned such Meeting) but not thereafter with any Agent or (to the satisfaction of the Piscal Agent) held to the Piscal Agent's order or under its control by Euro-clear or CEDEL S. A., for the purpose of obtaining voting certificates or giving voting instructions in respect of the relevant Meeting, Notes so deposited or held will be released at the conclusion of the Meeting (or, if applicable, any adjourned deeting) or upon surrender of the voting certificates) or, being not less than 48 hours before the time for which the Meeting (or, if applicable, any adjourned such Meeting) is convened, the voting instruction receipt(s) issued in respect thereof.

2. The quorum required at the Meeting is two or more persons present holding Notes or voting certificates or being a proxy or proxies and holding or representing in the aggregate not less than a clear majority of the principal amount of the Notes for the time being outstanding. If within half an hour from the time appointed for the Meeting a quorum is not present at the Meeting will be adjourned and the Extraordinary Resolution will be given to the Notes of which will be given to the Notes of which will be given to the Notes of work or workers or workers will be given to the Notes of held or rep

Every question submitted to the Meeting or the adjourned Meeting will be decided on a show of hands unless a poll is duly demanded by the Chairman of the Meeting or by one or more persons present in person and holding one or more Notes or voting certificates or being a proxy or proxies and holding or representing in the aggregate not less than one-tiflieth part of the principal amount of the Notes then outstanding. On a show of hands every person who is present in person and produces a Note or voting certificate or is a proxy shall have one vote. On a poll every person who is so present shall have one vote in respect of each Note so produced or represented by the voting certificate so produced or in respect of which he is a proxy. On a show of hands a decisration by the Chairman of the Meeting that a resolution has been carried or lost shall be conclusive evidence of the fact without proof of the number or proportions of the votes recorded in favour of or against such resolution.

of the votes recorded in larger of or equivals soon recorded.

To be passed, the Extraordinary Resolution requires a majority in favour consisting of not less than three-fourths of the persons voting thereon upon a show of hands or, if a poil is duly demanded, then by a majority consisting of not less than three-fourths of the votes given on such poil. If passed, the Extraordinary Resolution will be bloding upon all the Noteholders, whether or not present at such Meeting and whather or not voting, and upon all Couponholders.

ARRILABILITY OF DOCUMENTS Copies of the Fiscal Agency Agreements for each series of Notes may be inspected, and copies of the Explanatory Statement, voting cartificates and other documents referred to above may be obtained by Noteholders from the specified office of any of the Agents for the relevant series of Notes given below

FOR THE JAPANESE YEN 10,000,000,000 57/s PER CENT NOTES DUE 1991:

FISCAL AGENT AND PRINCIPAL PRYING AGENT

This Notice has been app

Lendesbank International S.A., 7–9 Boulevard Royal,

S.G.Warburg & Co, Ltd., 1 Finsbury Avenue, London ECZM 2PA.

FOR THE JAPANESE YEN 10,000,000,000 81/2 PER CENT. NOTES DUE 1992:

FISCAL AGENT AND PRINCIPAL PAYING AGENT Banque Paribes (Luxembourg) S.A., 10A Boulevard Royal,

UK NEWS

Banks urged to rethink Brazilian energy loans

By John Hunt, Environment Correspondent

SIR RICHARD BODY, a senior Conservative MP, yesterday called on Midland and Lloyds bank customers to switch their called on Midland and Lloyds bank customers to switch their which he says are causing the Bank would decide with the accounts unless the banks drop proposals to lend money for hydro-electric projects which environmentalists say are damaging the Brazilian rainforest.
Sir Richard, former chairman of the House of Commons select committee on agricul-

ture, said that customers should ask the two banks to should ask the two banks to "mend their ways".

"If they can't respond to that, then I hope they will take further action by moving to other banks," he said.

He was chairing a press conference organised by Friends of the Earth and Survival Inter-

the Earth and Survival Inter-national to protest against loans from the World Bank and commercial banks to Brazil's energy sector.

The conference was to launch a European tour by Chief Paulinho Paiakan, a Kayapo Indian leader, representing 28 indigenous tribes from the Amazon region. He has come to Britain to appeal to the Gov-

destruction of the rainforest and the tribal homelands. Friends of the Earth say that

Brazil's power sector has received more than \$2bn in loans from the World Bank and the Inter American Develop-ment Bank since 1980. A fur-ther loan of \$500m is to be considered by the World Bank next month. In addition commercial

hanks have become directly involved with \$750m of co-financing with the World Bank that will go direct to Brazil's that will go direct to Brazil's electric power sector. This will proceed if the World Bank decides to lend the \$500m.

Sir Richard said that an all-party motion will be put down in the Commons calling on Midland and Lloyds banks to ston lending money for

stop lending money for schemes that could destroy an area of rain forest the size of the UK and would displace 250,000 indigenous Indians. Lloyds Bank said yesterday

Bank would decide with the Brazilian Government how it would be spent on specific pro-

Midland said: "We know the World Bank has strengthened World Bank has strengthened its awareness of the environmental consequences of the projects it finances. As this is a World Bank project the commercial banks will participate only if the World Bank decides it will prophed. it will go ahead.

In Washington, a World Bank spokesman said the loans were a positive instrument in were a positive instrument in improving environmental control and protecting the Indians in Brazil. Eletrobras, the public power company in Brazil, was complying with a World Bank condition that it should implement a master plan for the environment.

It was employing 180 envi-ronmental experts. The bank was also discussing a specific loan to protect the environ-ment throughout Brazil.

Independent newspaper to print in Frankfurt

newspaper is set to become the next UK quality daily paper to print in Frankfuri, with a definitive contract due to be

signed on Friday.
The Independent has quickly established itself in the UK since its launch two years' ago market. Its German print should start next March or April The paper intends to produce some 20,000 copies a day in Frankfurt, which will then be distributed throughout

then be distributed throughout contintental Europe and the Far East. US sales will be supplied from London.

The decision to print The Independent in Germany follows the decision by the Guardian to begin printing a 24-page international edition there in mid-September. Its print run has since increased from 16,200 to some 20,000

copies a night.

The precise timing for the start of The Independent's continental printing remains unclear, as some technical problems remain to be solved. In particular, the paper wants to used advanced facsimile transmission equipment in order to transmit pages more

quickly.

The Independent intends to start with a 36-40 page edition, but aims at least to have the capacity in Frankfurt available. to increase its size to up to 64 pages later, according to local

As with The Guardian, both sales and distribution considerations appear to lie behind the decision to print in continental Europe, a trend among UK papers started by the Financial Times, which started printing in Frankfurt in 1979.

Shimizu launches building robot

By Andrew Taylor, Construction Correspondent

SHIMIZU of Japan, the world's likely to cost about £30,000. largest construction company, claims to have launched the first construction robot to be used on a British building site. The radio-controlled power trowl, used to give a smooth finish to concrete floors, showed its paces at a new headquarters building under

construction for Laing Homes near Milton Keynes. Shimizu intends to market the robot in Britain, but has concrete finishing robots, but still to decide on a price. It is Shimizu says it is the first Jap-

Japanese construction com-panies are the world leaders in developing robots for the industry. Other construction robots in the Shimizu stable include Mighty Jack, used to assemble steel beams, and a mobile spray robot used to paint exterior walls.

At least two other Japanese contractors, Kajima and Takenaka, have also developed concrete finishing robots, but anese company to demonstrate one of its machines on a British building site. Ohbayashi and Takenaka are two other leading Japanese

construction groups to have developed robots. The robot has nine trowels which revolve to produce a fine finish. It is driven by a petrol engine and incorporates sensors which will stop the engine if it collides with a person or obstacle. It is about 2m wide and under 1m high.

Costain group may buy Soviet gas for UK power

CONSORTIUM led by The Soviet Union already Costain, the UK engineering and minerals group, is consid-ering importing Soviet gas to generate electricity in southern England.

The group, which also includes Combustion Engineering of the US and Northern Engineering Industries of the UK, has had informal talks with the Soviet gas authorities and with other potential gas suppliers in Norway and Bel-

The gas would be used in a power station planned at Rich-borough in Kent – one of sev-eral recent proposals by prieral recent proposals by private industry to meet electricity demand in southern England in the next decade.

The gas would be brought ashore in a pipeline to be built to a terminal in the Nether-

lands, the first such scheme to link the UK into the Soviet gas

ink the Uk into the Soviet gas supply network.

Use of foreign gas is being considered because of the tra-ditional reluctance of British Gas to sell supplies for continuous use in power stations.

The ideal host-host computer,

that is. NEC mainframe computers

are responding to the needs of

all types of offices and all types

of requirements.

supplies a considerable amount of gas to Western and Southern Europe through the 4,000 km pipelines from the gasfields of Siberia to West Germany.

Costain is believed to have been warned in preliminary talks with the Soviets that the cost might be made unattractive by the high toll charged by Rührgas, the West Germany gas utility, for using its long stretch of the main gas pipe-

Gas industry analysts say, though, that the Germans may have to modify their terms once the European Community demolishes its last economic barriers in 1992

The gas would be burned at Richborough in a 600 Mega-Watt station close to the present oil-fired station run by the Central Electricity Generating Board. The project would cost about £400m, of which £70m would be the cost of a pipeline from the Dutch cost. Preliminary talks have also been held with PowerGen, the

CEGB successor company.

and you'll soon taste the difference!

MCKENNA & COMPANY

A New Concept in Executive Car Procurement,

Finance and Management. Contact us now — for a copy of our brochure —

TASTE THE

The Driving Source
Longbridge Way, Cowley Mill Road, Uxbridge UBS 2YT
Telephone (0895) \$11181 Fax (0895) \$10424
London Office: Telephone 01-323 1515 Fax 01-323 4832
A Division of The McKenus Corporation Limited



Computers and Communications.

Which One Is NEC?

For those with driving ambition – NEC's mobile phones

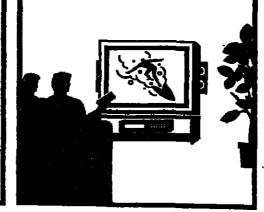
offer a variety of features along with compact convenience. No wonder, they're the talk of the



Pagers that do more than just beep. Ours can give you a message.



Colour TVs and VCRs that reach new heights—high fidelity, high resolution and high quality. Now that's a higher form of home entertainment.



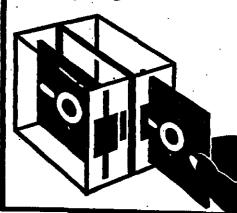
Chips that are stacked in your favour. NEC makes the semiconductors and other electronics found in our products. So you can be sure of NEC quality through and through.



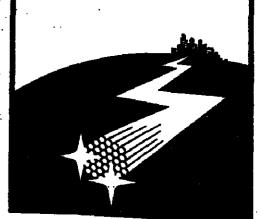
A CD-ROM that's on the cutting edge-NEC data storage products are known for their quality. And our CD-ROMS are no exception.

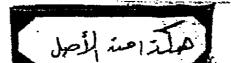


Disk drives that keep driving-NEC disk drives earn high marks for durability and dependability the world over. Just what you need to keep your business humming along.



Hair thin fibres that are thick with information—NEC's fibre optic technology makes communication of all kindsvoice, data, text, images—as clear as a bell.





UK NEWS

Television franchises may be target for newspapers

dependen

wspaper

print in

ankfurt

· in the larger

200 00 H

The second

arep invite

18 B. W.

1.34

le,

THE GOVERNMENT has apparently left a loophole in its White Paper (policy document) on the future of broadcasting that could allow many national newspaper proprietors to own two ITV franchises each.

Despite expressing an interest in preventing concentration of media ownership there is nothing specific in the docu-ment to bar national newspa-per owners bidding for regional television licences as long as they are European Community companies and they do not own local newspapers in the franchise areas involved.

The issue was highlighted by Mr Robert Maxwell, publisher of Mirror Group Newspapers on Sunday night in a Channel 4 television debate when he announced that he was going to make a hid for Central Independent Television - which is based in the East Mid-lands - when the auctioning

rocess begins. Mr Maxwell has a 20 per cent

stake in Central, but the announcement came as a surprise to the company.
Under Government propos als, 10-year licences for Chan-nel 3, the renamed ITV, will go

to the highest bidder after applicants have passed a qualin reply to questions about Mr Maxwell's statement on the same programme, Mr Timothy Renton, the Home Office minis-ter responsible for broadcast-ing said: "Specifically the White Paper suggests that there should be a bay or there should be a bar on

national newspapers owning national franchises." Mr Renton added that if Mr Maxwell owned local newspa-pers in the Central franchise area he would only be able to own a 20 per cent stake. Mr Maxwell does not own any local newspapers in the Cen-

The Home Office confirmed yesterday that there was no absolute barrier in the White Paper to prevent national newspaper proprietors control-ling regional television

It was, however, being emphasised last night that further consideration would be given to issues of media con-centration and that other broadcasting interests of national newspapers, such as satellite television, could be taken into account by the new Independent Television Com-

nission in making decisions. At the moment, however national newspaper companies such as Mirror Group Newspa pers, Associated (Daily Mail and Mail on Sunday) and United (Daily and Sunday Express and The Star) could apply for new franchises like any other company as long as there were no overlapping local titles. The same would apply to Pearson, publishers of the Financial Times which dy has a stake in York

North East Shipbuilders wins stay on decision over future

By Michael Cassell, Political Correspondent

THE GOVERNMENT has postponed until the end of November a final decision on the future of North East Shipbuilders at Sunderland, which

employs over 2,000 people.
The unexpected, last-minute reprieve was met with relief by local MPs, trade unions and the workers, who will now intensify their campaign to

keep the yards open. The postponement follows rgence in the last few days of three possible purchas ers for the merchant shipbuilding business, which is for sale as part of the Government's plan to return the state-owned British Shipbuilders to private

ownership. Mr Tony Newton, the trade and industry minister, told the House of Commons that, viable shipbuilding industry on the river Wear, he did not wish to raise any false hopes in delaying the final decision. It was right, however, to make one last effort to keep the busi-

ness going.

Mr Newton said that three "clear expressions of interest" had been made and that time was being given to establish could provide a firm basis for

One of NESL's latest potential buyers represents overseas interests and another involves a number of individuals and organisations brought together by Mr Bob Clay, the opposition Labour MP for the Sunderland Mr Newton also emphasised

although he wanted to retain a that the extra time would enable prospective buyers to learn the outcome of current talks between NESL and Mambisa, the Cuban state shipping company, which could secure a

£120m cargo vessel order. His announcement was welcomed by the Labour Party, although Mr Bryan Gould, the party's trade and industry spokesman, claimed that the future of British shipbuilding was "too important to be sacrificed on the altar of privatisa

Mr Newton countered by claiming that the Government's task had been to save the industry from "the disaster of nationalisation." The state owned shipbuilding sector had cost the taxpayer £2hn since 1979, he said.

Archbishop intervenes in P&O dispute

By Jimmy Burns, Labour Staff

AN UNUSUAL sortie into is believed to have agreed to industrial relations was launched yesterday by Dr Rob-ert Runcie, the Archbishop of Canterbury, when he fook personal interest in the long-running dispute between the National Union of Seamen and P&O European Ferries, ferry operator.

Dr Runcie held a meeting in Lambeth Palace with Sir Jeffrey Sterling, P&O chairman, at which the head of the Anglican Communion is believed to have expressed concern at the plight of more than 600 Doverbased seamen sacked by the company last February.

The dismissals arose out of the workers' refusal to accept new working practices which they regarded as unsafe. Dr Runcie, whose Archdio-

cese includes the port of Dover,

arrange the meeting after being approached privately by Mr Sam McCluskie, general secretary of the NUS, on com-

Catholic, says the st port because they went on strike over an issue of public

Neither Lambeth Palace nor P&O would comment on the meeting vesterday, but it appears that any attempt by Dr Runcie to bring about a reconciliation between the company and the NUS, is likely to have

been unsuccessful Mr Graeme Dunlop, P&O
European Ferries managing
director, said last night that
the company had ruled out
providing the sacked seamen

with financial compensation similar to that naid out by Mr Rupert Murdoch to printers involved in the News Interna-tional dispute. Some NUS officials have suggested such a

Mr Dunlop, who ended recog-nition of the NUS on P&O's Dover-based cross channel operations last April, also ruled out resuming negotiations with the union.

"As far as Dover is con-cerned there is nothing to talk about with the NUS," Mr Dun-

The company's 11 Dover-based ferries have resumed their cross-Channel operations with an 1,800 workforce drawn from former NUS members and non-union crews.

Get in sync with our Multisync

Monitor -it automatically scans

all frequencies between 15.5 KHz

and 35 KHz, which means it is

graphics boards that are IBM**

compatible with all colour

compatible.

You may have heard about the excellent returns offered by offshore companies, yet been put off by either the lack of recognisable company names or by confusion over what they actually do.

As an overseas resident there are definite advantages in investing offshore, but to quote the Observer newspaper of 19th June 1988, "if one is going to place money overseas the safest rule is to stick to the funds run

> by the offshore arms of UK financial institutions whose reputation and standing are beyond dispute."

Obviously, Barclays Bank and Barclays International Funds are such institutions.

A wide choice

We now offer 17 offsbore investment funds marketed from politically stable Jersey in the Channel Islands. Advisors to the funds are Barclays de Zoete Wedd Investment Management Limited who currently look after

investors funds to the value of £12 billion.

OFFSHORE

BAVE Y

DEEL WA

MESANNESKA

We have funds in equities across four continents, major currencies, gilts and other fixed interest stocks.

We have funds for income or growth or both.

Easy switching

We offer total flexibility. You can easily switch from one fund to another to respond to fluctuations in world markets.

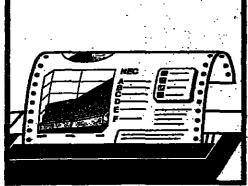
And you can start with as little as £1,000 or U\$\$1,500, although we do offer special privileges to those investing £50,000 or US\$100,000 or more.

Whatever amount you decide to invest, or whichever fund or funds you choose, with Barclays International Funds you will always enjoy one great benefit - peace of mind. Send the coupon today for more details without any obligation on your part.

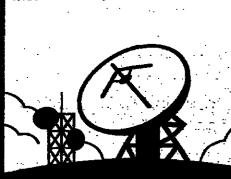
Send to: Richard Roberts, Barciays International Funds, Dept. F 179, PO Box 152, 1 Charing Cross, St Helier, Jersey, C.I. Tel: (0534) 73741. Please send me a copy of your new free brochure and details of your Special Cunard Holiday Offer.						
Name	BARCLAYS					
Address	INTERNATION					
I am considering	FUNDS I					

These investments have not been registered under the Securities Act of 1933 of the United States of America and they are not available either directly or indirectly to residents of or citizens of the U.S.A., its territories or possessions.

The perfect printer for today's office? NEC makes it. it's called the Pinwriter P2200 and it produces letter-perfect letters at a speed of 56 cps.



Satellite communications with down to earth benefits-like bringing the world to every corner of Britain. NEC's microwave radio systems help make corporate communications more efficient, worldwide.



NEC is proud to sponsor international sports events like the Davis Cup, the Federation Cup and the fledgling World Youth Cup competition. We also sponsor the NEC-World Series of Golf, and the prestigious Everton Football Club of the English League.

Machines



Can you top this? NEC's laptop computer. Just because it's light doesn't mean the NEC Multispeed is lightweight. This is one heavy performer.



The true fax—NEFAX," a facsimile machine that sends text and graphics over the phone lines in seconds, and fits on your desk next to the phone!



Is anyone there? If you're using an NEC PBX and key phone system, that's one question your caller won't have to ask. Together, they make short work of complicated switchboard operations.



All Of Them.

Surprise! NEC is one of the world's largest manufacturers of computers and communications equipment. And because we are committed to seeing society benefit from the integration of these C&C technologies, the advances pioneered by NEC in all fields of technology touch your life every day. Which one is NEC? Now you know; we're all of them. And that's only the beginning. Because in the world of CaC, there's more to NEC.

NEC is a registered trademark of NEC Corporation.

For further information, please contact: NEC (UIC) Ltd., NEC House, 1 Victoria Road, London W3 GUL, or phone 01-200 0200.



TECHNOLOGY

he will for change in the Soviet Union might be great at the of entrenched habits is going to be a long, grinding process. The use and manufacture of factory production equipment is an example of how painful and slow that change in behaviour is likely to be.

Soviet factory managers are now seeking more sophisticated machine tools and more computer-controlled manufac-turing systems. This is becoming obvious to machine exportability of the Soviet Union's indigenous machine tool indus-try to meet its own production and quality targets for the latcomputer-controlled machines is still compromised

by deep-seated inefficiencies. Last year, the Soviet Union, the world's largest consumer of machine tools, imported \$1.6bn worth of them, a figure only

exceeded by the US.
And it is going for more complex machinery. "The Soviet Union is undergoing a tremendous change. It is becoming very customer conscious." says Jost Prescher, head of the East German Government's export-

import agency.

Because factory managers now have to purchase produc-tion equipment from their own profits, they are looking for better value for money. "Tailor-made solutions are becom-

ing more prominent," he says. East Germany and West Geryears vied with each other to be the biggest exporter of cutting machines, presses and injection moulding equipment to the Soviet Union, which consumed \$5.3bn of metal-cutting machine tools in 1987. That was between \$1bn and \$1.5bn more than each of the next three countries in the consumption league (West Germany, the US and Japan) and five times more than the UK.

The Soviet Union's machine tool production industry had total sales last year of \$4bn: only West Germany and Japan were bigger. But it suffers from serious quality and production problems and has only limited access to advanced machine

Despite these difficulties. Prescher says that the system whereby each Soviet industrial sector has its own dedicated machine tool factory supplying many of its machines - whatever the quality - is unlikely

to break down. He is careful to be diplomatic when talking about the Soviet market - not surprisingly as machine tools account for 12 per cent of East German

1. 30 300

A higher spec for the Soviet machine

Nick Garnett reports on the ers to that country. But the ability of the Soviet Union's indigenous machine tool indusindigenous machine tool indusdemands from the Soviet Union

> exports to the Soviet Union.
> The US publication, American Machinist, is more direct in its chronicling of the headaches experienced by the Soviet machine tool industry. It reports for example, that for year, production of metal-forming machines was running at only 87 per cent of planned out-put, one of the poorest performances among Soviet industrial sectors.

Mikhail Gorbachev, the Soviet leader, set up a super ministry for machine tools in but the American Machinist says, in its world machine tool study, that few signs of improvement in domestic production appear to be emerging.

Soviet business publications have carried a welter of complaints about the country's machine tool makers' failure to deliver new digital computer controlled equipment. More than 60 per cent of machine tool factories were failing to hit production targets.

One development that has made an impact is a new system of state quality control inspectors. The trouble is that they have been so assiduous. rejecting far more machines than before because of quality defects, that this has further slowed deliveries to factories. The Soviet Union is by far the biggest market for the East

German machine tool industry much larger than its domes tic one. Thirty per cent of machine tools imported into the Soviet Union come from East Germany. The question is: can this position be maintained as Soviet requirements become more demanding?

Already, the Soviets are more likely to import sophisticated machines from outside the Eastern bloc. Many West German machine tool makers say they are experiencing a big increase in Soviet inquiries for more complex cutting machines with high-specification controls.

A few of them are questioning whether they can meet some of these requirements without breaching the rules on technology transfer to Eastern bloc countries set by the Paris-based Co-ordinating Committee for Multilateral Export Controis (Cocom).

Machine tool companies remember last year's punitive action taken by the US against Toshiba of Japan and the nowdefunct Kongsberg Vaapenfa-brikk of Norway. This followed the supply of advanced milling machines, which dramatically improved propeller blade tech-nology and hence the silent running of Soviet submarines.

Prescher remains confident about East Germany's pros-pects: last year the output of its machine tool industry, at \$1.3bn, ranked it seventh in the world, ahead of the UK and France. It was the world's fourth largest machine

"As far as commercial policy is concerned, we are no longer suppliers of bread and butter machines," he says. "Our technical policy is geared to our customers. We cannot help but the third if you want to come do this. If you want to earn money you cannot compete with new supplier nations which have good standard machines. We are not prepared to go with prices where we cannot earn money.'

Prescher claims that the country's machine tool product range is replaced every three and a half to four years and that it covers 35 per cent of the world's complete range.

Before the Second World
War, a great deal of the German machine tool industry was based in what is now East

Germany. Some companies fled

west before the end of the war,

but many remained. Although many of the factories now look



Jost Prescher, head of East Germany's export-import agency

grim, the legacy remains of a strong machine-tool tradition and quite a powerful infra-

The industry, which employs 70,000 (including foundries), has its own Government minis-ter. Its 42 machine tool factories are organised into four "Kombinats", called Erfurt (sheet-metal forming and injection moulding), Schmalkalden (borers, milling machines), Heckert (cutting machines for angular parts) and Seventh of October (grinding, gear cutting and other equipment for mach-

ining round parts).

Each factory has only one or two product lines to help concentrate research and invest-ment. The industry spends 5 to 6 per cent of sales on research and development

There are also two factories making electronic controls, one part of Heckert making 8,000 numeric controls a year, according to Prescher, and another in Erfurt making more standard controls for presses and injection moulding

East Germany also makes its own computer chips, and 70 per cent of its metal-cutting machines are fitted with com-puter numerical controls. But the country shares one technological handicap with

the rest of the Eastern bloc. This relates both to machine controls and to the host com-puters which link several cutting machines in flexible manufacturing systems (FMSs). Its machine controls tend not to satisfy customers out-side the Eastern bloc; and the ones it buys in - from Siemens of West Germany, NUM of France and Geran of Italy

are often not the most For FMSs, the East Germans use the domestically produced Robotron host computer, or microelectronics from the Soviet Union or Czechoslo-vakia. But these do not come up to the standards required by Western customers. They prefer a computer from Dec, Siemens, IBM or other manufacturer with which they are

The problem with this is that the East German machine tool makers have to import these Western computers and hook them up to the FMS machines for design and testing before the system can be exported. Cocom, however, prevents the large-scale importation of these computers into East Germany.

Until these technological discrepancies are sorted out, the strength of East German exports of machine tools (60 to 70 per cent of production is exported) is likely to remain in supplying the rest of the Eastern bloc, rather than in improving the figure of between 10 and 15 per cent sold to the West.

Laser helps drive away vibration

AUSTIN Rover, the UK car maker, used a laser-based system called ESPI (electronic speckle pattern interferometry) to track down

sources of vibration in the new Rover 800. The result, it is claimed, is a quieter car than the Legend, the Japanese-built version of the The system, in use at the

The system, in use at any company's Gaydon proving ground, near Banbury, is able to show how a body panel, for example, vibrates at various engine speeds. A various engine specia. A
picture of the amount of
vibration at all the points on
the surface is produced as
a colour television image on The processed video signal

is also turned into a paper print, in less than two minutes, by a Hitschi video printer. By using the "freeze frame" facility of the printer, a picture can be "grabbed" at whatever moment the engineers choose. This neans that the effectivene of a modification can be checked quickly. Previously such work involved photography and film development.

Austin Rover's laser technique employs earlier work at Loughborough University. The whole test surface is likuminated with laser light. Such light is of a single colour (wavelength), whereas ordinary daylight

contains many wavelengths.
The light can be thought of as a wave approaching the car panel, rather like a wave hitting the promenade at the reflected, but if the sea wall could be moved back and forth, the peaks and troughs of the reflected wave would be modified.

This "phase" modification in the light is detected on the television camera's picture sensor by comparing the reflection with an unmodified reference" wave, which shines on the sensor. The comparison enables subsequent electronics to gauge the movement of the panel and produce

Filtering wine through fibres CLEARER wine with a better

flavour can be produced

efficiently with a filtration system offered by Rohm and

Vineyard owners in Germany are enthusiastic about hollow fibre filtration, a 15-year-old idea which has recently been made commercially viable by Romicon, a US subsidiary of the German company. St George's Vineyard in Sussex is the first English user.

The filter consists of a large number of hollow fibres made from polyaulphone, an inert plastic. A proprietary manufacturing process produces a thin fibre wall that will pass fluid but block even the finiest particles (down to one ten millionth of a metre).

Unclear fluid enters at one

end of the fibres and, with appropriate pressure, small amounts are filtered through the large surface area presented by the many tube walls. Fluid with an increase concentration of solida leave: the fibres at the other end. The product can be recirculated to generate a concentrate of the solids on

one side and additional clea fluid on the other. Other uses are being ploited in datries, cle luice production. water purification and waste

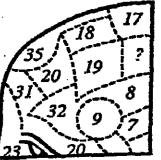
Traditionally, vineyards have used settling out under gravity, or a centrituge, to clear the unfermented juice. The production of a clearer Juice with hollow fibre technology gives slower fermentation and a better flavour, it is claimed.

In the UK, the system is available from Karl H. Johner of Tenterden, Kent.

Program for sharper photos ADDITIONAL automation for consumer photography appears on almost every new mera. Features found originally on pocket cameras with optical viewfinders, like autofocus, are nowadays offered on the 35 mm SLR

(single lens reflex). And the computer plays an increasing part. For example, a new model from Minolta, of Japan, uses an optical autofocus system and a shutter that are software controlled to cope with

moving subjects. The system makes a times a second and uses the data to calculate the speed of the subject towards or away from the camera. Then, it can predict where the subject will be in the time the autofocus takes to function.



Worth WATCHING

Edited by Geoffrey Charlish

in sports photography, in particular, it can be difficult to get a sharp picture because by the time the focus is set and exposure made. the subject has moved on.
If a telephoto lens is in use, the computer will also choose a fast shufter speed to counteract camera shake. To make life even easie "creative expansion cards" can be plugged into the side of the camera for particular

Cooler melting

kinds of photography, such

as "landscape", "portrait" and "extreme close-up".

The Minoita Dynax 70001 costs about 2400.

for solders IN ELECTRONICS cturing, there can be a need to remove the components from a printed circuit board (PCB) for re-use. in some cases, the components can be deby the heat absorbed from either a soldering Iron, or a de-soldering bath.

Mining and Chemical Products, of Wembley in the UK, says the problem can be solved by floating the PCB on a small bath of a specially formulated, low-melting-point alloy. Melting at a sale temperature of 58 deg C, this alloy forms a mixture with the lead and tin in the soldered joints.

The solder is absorbed,

at the lower temperature, eaving the comp unharmed and free to be withdrawn from the board.

CONTACTS: Austin Rower: UK, 0926 641111. Hitachi: London office, 848 8787. Rohm and Haas (UK): London, 785 3482. Karl Heinz Johner: UK, 05806 3930. Minotin (UK): 0806 211211. Min-ing and Chemical Products: London, 072 1191

Sanyo's office technology: It sure takes care of business.



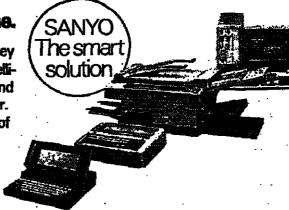
Sanyo technology lets you put it all behind you without leaving things undone.

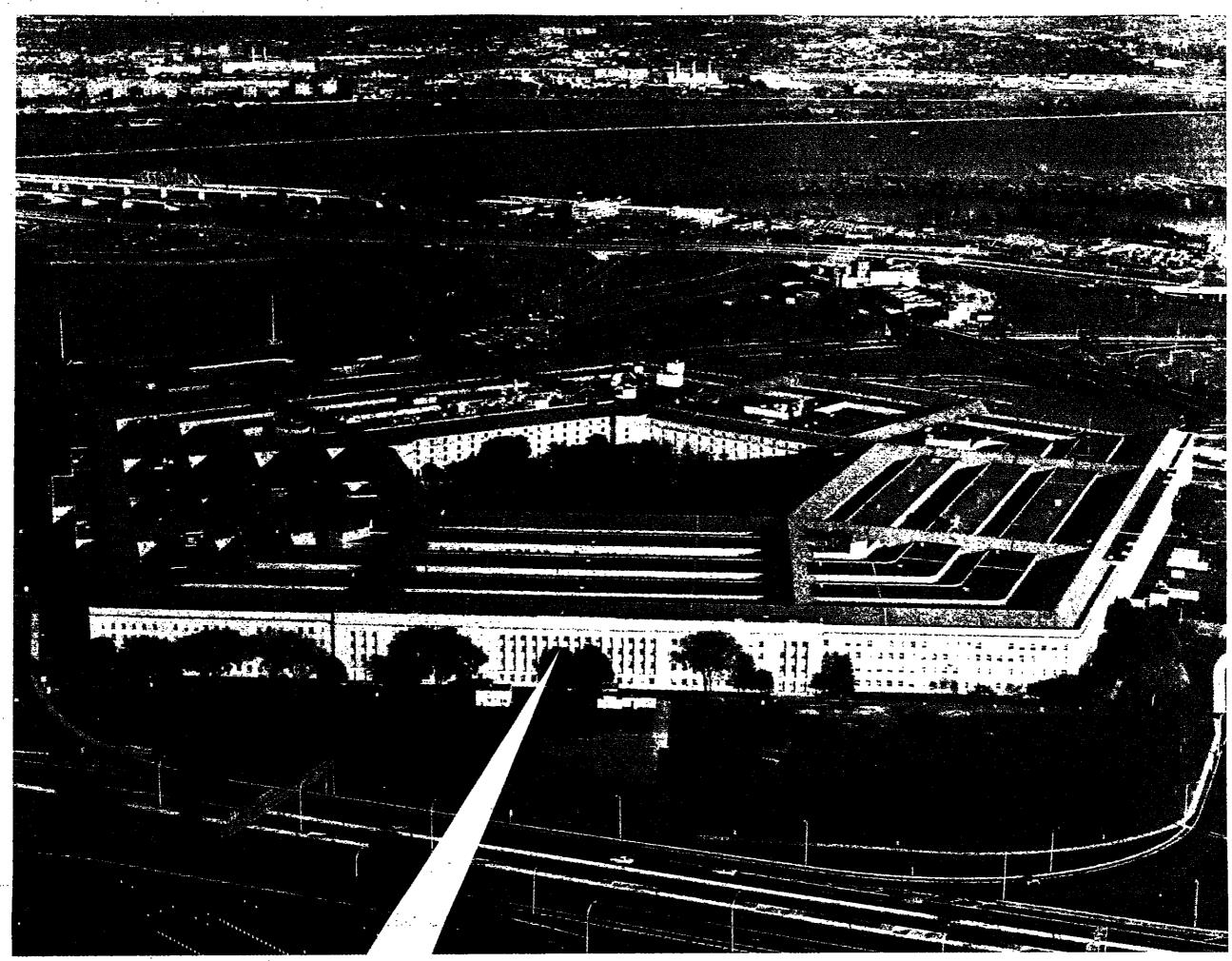
End of day. That's when you can really feel the difference Sanyo's advanced business technology makes. You're relaxed, secure in your accomplishments. Because we design products so you can attend to your business more productively. And enjoy every minute of it-especially when you're heading out.

Successful businesses thrive on hard work. But they flourish on smart thinking. At Sanyo, we're creating intellicent, system products that help you build a business-and a business system—by working smarter, not just harder.

الملدامة المصل

That's the way we've learned you like to take care of business. Because it's the smart solution.





Whadd'ya mean their computer is more powerful than ours?

Seven years ago Guardian Royal Exchange commissioned the largest commercial computer in the world.

The state of the s

ATCHING

ooler melting or solders

والنعم وإنيني

"Lering belt."

e site protection

Sir lang at a sa

er art and in in the A-red minits. To be size in absolu

tid set less ber be

It gave us enough power to outgun even the Pentagon. It could deal with 9 million instructions per second.

"You have," said the engineer in charge of its installation at our headquarters in Lytham, "mind-boggling capacity here."

The point is, while we needed that capacity then, we need it even more now.

Not only to back up our policies and policy

holders. But also to relay information to branches, brokers and staff as quickly and as accurately as possible.

Now, in a matter of seconds, we can calculate a motor premium rate for a policy holder who is, say, 27 years old, female, and lives in Manchester.

And who drives a Mercedes, has a 40% no claims bonus, and commutes to work in Liverpool.

But that's only part of the story. We've all heard of 007. Consider 02. This is one of our sophisticated corporate planning programmes.

It means our senior managers around the

world can look at a number of assumptions on a computer screen and review the last five years of their business, or evaluate the next five.

They can compare the effects changes in underwriting results, premium income, expense ratios etc. will have on dividends, share earnings, asset values and so on.

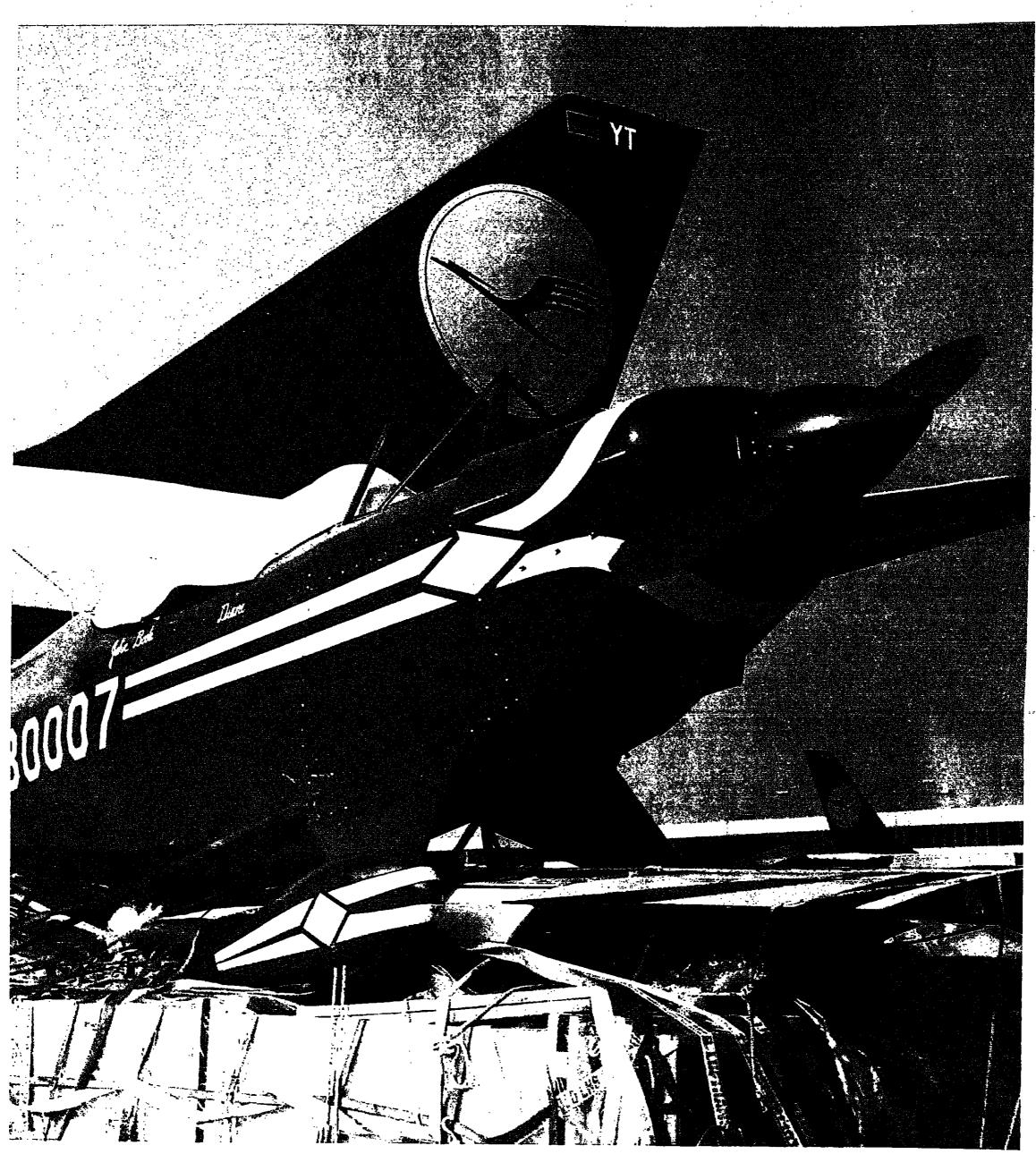
This kind of technology helps us not only to price competitively, but to innovate exciting new products in tune with our markets.

Meanwhile, we're continually updating our computer power. It's now eight times more powerful, with the ability to handle no less than 73 million instructions per second.

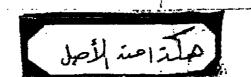
And still our experts tell us, we ain't seen nothing yet.

One step ahead, then another

Highly recommended by all who fly.







'Negative' v

THE SHARP rise in start-ups in Britain in recent years may reflect higher levels of unem-ployment rather than the flow-

ering of an enterprise econ-omy, a new study of

manufacturing start-ups sug-gests. Higher levels of start-ups may also owe less to the expan-sion of the Government's small

firm support schemes than has

These are among the conclusions of a study carried out in

South Hampshire by Colin

Mason, lecturer in economic geography at the University of Southampton. Mason compared the results of a review he carried out in 1981 of new businesses set up in the 1970s

with a more recent study of

companies set up in the 1980s. Forty two per cent of the

people who set up in business in the 1980s were motivated by

negative considerations such

as redundancy or the failure of

previous business, compared

Conversely, 60 per cent of

the 1970s entrepreneurs were

motivated by positive factors such as the identification of a

market opportunity compared

with 6 per cent in the 1970s.

been claimed.

'positive'

start-ups

Getting the finances right

Charles Batchelor reports on Paperback's strategy of commitment with profit

paper and stationery, was given some simple but effective business advice on a Campaign for Nuclear Disarmament (CND) march. "I bumped into someone who said co-ops often fell down on the financial side." fell down on the financial side and that we must get the money right," he recalls.

In the four years since Paperback started up from a

cramped warehouse in Hoxton East London, the company has done a lot to dispel the image of co-operatives as businesses rum by well-meaning idealists with little grasp of the com-mercial realities. It is one of a growing number of co-ops to be aunched in recent years which have combined commitment

with profit We were determined the business would be run in a way which was seen as effi-ciently alternative," says Broughton. "We did not want our image to be one of beards, belis and sandals."

It is by no means certain that the new breed of ce-op will survive the growth pains which in the past have often

Olga were taken with the ide

running their own business in the

Fareham, Hampshire, and, after spending three months in Portugal

researching the market, decided in the middle of last year to open a quick print shop in Faro on the

Eighteen months on, Sweeney,

who is 53, has finally established a thriving business under the Pronta-

print franchise supplying local hotels, professional people and holi-day companies with printed statio-

They sold their health club in

ike many other British visi-

tors to southern Europe, Ter-ence Sweeney and his wife

£314,000 but it is forecasting profits of £87,000 on sales of £1.8m in 1992. It recently moved to roomier premises in nearby Bow and is taking on three more employees, making

Following the advice he was given at the CND rally, Broughton and his fellow man-agers last March announced plans to raise £50,000 through a loan stock issue carrying a minimum 5 per cent rate of interest. These losn terms were intended to appeal to the committed rather than the purely commercially-minded investor but the target amount was reached in just four months. As a co-op set up under the rules of the Industrial and Provident Society, Paperback is required by law to have seven members. All seven put in funds to get the company going but four are effectively sleeping partners with the

business run by Broughton, a

former primary school teacher; Jan Kuiper, a Dutchman who

like the titles associated with conventional business so Broughton describes himself as co-ordinator rather than managing director. As co-ordinator (a job subject to annual re-election) Broughton looks after the

tion) Broughton looks after the finances and office management. Kuiper is in charge of technical matters while Webb handles sales and marketing.

So far, Broughton says, the decision-making process has been relatively simple since only small numbers of people have been involved. But it may have been involved. But it may become more tortuous as the company grows and more employees become members. New employees must be with the company a year before they can become members and play a fuller part in decision-making.

Operational decisions are taken at the weekly management meetings but broader issues of policy are discussed at monthly meetings of members and other employees. Voting at these meetings is restricted to members though

rank Broughton, cofounder of Paperback,
a small co-operative
supplying recycled er and stationery, was mesome simple but effective
formed a stationery was mesome simple but effective
formed a stationery was mesome simple but effective
formed a stated out as an English to a vote in the past three formed a marketing manager with Whitbread, the brewst.

Paperback's members do not issue and what is a management issue and what is a management issue and what is a management issue is not always simple but effective
formed a started out as an English to a vote in the past three with Whitbread, the brewst.

Paperback's members do not issue and what is a management issue is not always sim-

issue and what is a manage-ment issue is not always sim-ple, Broughton concedes. Ques-tions about how to handle an advertising campaign or develop a new product clearly require a management decision, however.

A recent issue treated as policy was overtime. At a full meeting of employees and members it was decided that the fairest thing to do would be to pay basic rate.
Does this need for agreement

slow down the way Paperback does business? As far as the customer is concerned, it does not, claims Broughton. "While we are not focused solely on making money we regard the sales effort as crucial and we will drop everything to get an order out," he says.

The members and other staff decided against paying the same wages to everybody, as some co-ops have done, but to pay "the rate for the job." The highest salary, however, is limited to train the largest salary. ited to twice that of the lowest paid worker. Salaries range from £7,500 to £12,000 though



L to r: Frank Broughton, Jan Kuiper and Michael Webb - determined the busine ould be "run in a way which was seen as efficiently alternative"

Broughton accepts this is far less than the senior people could earn in a comparable conventional husiness.

Paperback does not go out of its way to publicise the fact that it is a co-op since it is aware that this might put off some customers. But neither does it hide the fact. Early publicity described it as "a workers' co-operative", though this has now been replaced with "a co-operatively run business."

Some of its customers were not aware that Paperback was a co-op when they started

doing business with it. Ai-Lin Tan, finance director of Grower Publications, a publisher of horticultural books, says she now knows Paperback is a co-op but Grower's reason for using it as a supplier was that it provided a very good service. David Pearson, a director of Gaia Books, another Paperback customer, describes the co-op as very responsive to

Paperback's five-year development plan envisages the company taking on 17 more employees though this esti-

its smaller customers' needs.

mate may be on the low side given the company's rapid growth in 1988. Expansion will mean management having to delegate more and management structures may have to change, Broughton says. He believes Paperback will

survive the process. This is likely to mean some difficult decisions on how the company is run and how much its mem bers pay themselves. Subscribers to the co-op's loan stock may find their commitment to alternative investment tested in the years ahead.

with just 14 per cent in the 1980s Previous studies have suggested firms started for negative reasons grow more slowly and are more likely to fail. Mason notes. There was no evidence that raising start-up finance has

become any easier in the 1980s despite the introduction of the Loan Guarantee Scheme.

However, in the short term at least, the companies set up in the 1980s are making a larger contribution to the economy. They employed more people (14 on average) and achieved higher turnover levels (£388,000), after allowing for inflation, than their 1970s counterparts (12 employees and £164,000 respectively).

Businesses set up in the 1980s may therefore make a significant economic contribu-tion despite the fact that many have been started in unfavourable circumstances, the report concludes.

*Explaining Recent Trends in UK New Firm Formation Rates; Evidence From Two Surveys in South Hampshire. From Urban Policy Research Unit, Geogra-phy Department, The University, Southampton SO9 5NH, £5.

No licence to print money

Charles Batchelor on the difficulties involved in setting up a franchise in Portugal

of the European Community has done so little to harmonise business

procedures. People with experience of doing business in Spain and Portugal feel, however, that entrepreneurs like Sweeney often underestimate the differences in style between northern and southern Europe. The new businessman should try and work with the system as it is rather than confront it, they urge.

Sweeney, who put £125,000 of his own money into getting the business

nery. But his experience of setting started, took advice on setting up from the London office of one of the Portuguese banks and from Prontaup in Portugal has left him disillu-"Life in a place like this may look as though it consists of sunshine and print's master franchisee for the lbe-

a relaxed atmosphere but setting up rian peninsula based in Madrid. He has since fallen out with Pronin business here is a lot of hard work," says Sweeney.

He acknowledges that many of the problems he faced would apply as taprint's Madrid representative, who he feels was not very helpful. But he says his first criticism is of the overmuch to a local entrepreneur settling up as to an expatriate but he still by the Foreign Investment Institute, feels disappointed that the creation a Lisbon-based government agency

which helps incoming business-

people.

The institute lists among Portugal's attractions a favourable investment environment generous incentives and an adaptable, skilled workforce. Sweeney dismisses these claims as "rubbish". Government bureaucracy is slow, he says. It takes time and a lot of form-filling to get grants, while, on the Algarve at least, skilled workers are hard to find. It took six months, from August 1987 to February 1988, and £10,000 in legal and other fees to set up a limited company, Sweeney

Sweeney's lawyer sent his application for a grant to help finance the new business to the wrong government agency in error; this led to the shop opening before the application had been filed. Sweeney was there-fore no longer eligible for a start-up grant but for a smaller grant which, after four months, has still to be

Ronnie Price, the director general

of the Portuguese Chamber of Com-merce and Industry in the UK, which acts for the Foreign Invest-ment Institute, agrees that procedures and bureaucracy in Portugal can be frustrating for the foreign businessman keen to get started but says that they are designed to protect the bona fide businessman. He points out that the institute recently brought in a 60-day rule, which puts pressure on the civil ser-

vants to review an application within that time or it goes through automatically.
Nevertheless, Price says: "If you try to fight the system you simply end up alienating people."

Even when Sweeney had obtained the approvals he needed and started up, his problems with the authorities were not over. The tax authorities took several months to acknowledge that they owed a large VAT repayhad imported into Portugal. However, before the department

would agree to release payment, Sweeney had to provide a bank guar-antee, at his own expense. This was necessary, Sweeney, says, to show that if the tax department later dis-covered it had made a migrake covered it had made a mistake, Sweeney had the means to pay it back. Taking out a franchise from a well-known company in the quick print field would be an enormous advantage, Sweeney felt. But he has had several disagreements with Tom Holmes. Prontaprint's Madrid repre-sentative, and feels that effectively he set up as a sole trader.

As the first Prontaprint outlet in

Portugal (there are 20 or so shops in Spain) Sweeney feels the company was wrong to claim, in an introductory video, that it had an operation in Portugal. Holmes counters that Sweeney knew he would be the first outlet before he signed anything and

customs and language to come into the country. Nevertheless, he says, everything was done to help. "One has to accept that it will

that, for this reason, the payment of several thousand pounds in fees has been waived until the business gets

going. Holmes says his operation in Mad-

rid is intended to help local entrepre-

neurs go into business, not to assist expatriates unfamiliar with the local

take time to move in and that it can be difficult to do business where the infrastructure does not exist. You must be tenacious but tolerant in dealing with the bureaucracy." Despite his early difficulties Swee-ney says his business is now doing well and turnover has reached £1,000

a week. A quick print shop fulfils a real need in an area where local printers typically quote six to eight weeks for a job. Despite his success Sweeney feels disillusioned with the process of setting up abroad. "My wife and I came here as responsible people not as carpet-baggers," he says. "We've weathered it but I want to stop other

people thinking it's an easy life in the sunshine."

CB

BUSINESS OPPORTUNITIES

Competitive, confidential capital: The secret of success.

Union Discount Invoice Financing specialises solely in serving the high-growth area of confidential invoice discounting. We're independent of clearing banks, we're 100 percent British and our parent has been in financial services for more than a century

Your business can benefit from an immediate cash injection plus continuous working capital geared to your luture sales turnover. The facility has other attractive applications for acquisitions or management buy-outs. And our financing is extremely competitive.

For more information, please contact David Butler, Roger Taylor, Anne Field of Vera Grant, on (0444) 415411 or (01) 623 1020. Or write in confidence to: Union Discount Invoice Financing Limited



6 Heath Square Boltro Road

Purchasing Finance Without Security

If your company has purchase commitments with U.K. suppliers and requires extended credit we will advance immediate cash to the suppliers, subject to the credit standing of both parties. All our charges are billed to you, the purchasing company, and our rate structure in most cases will show a saving against normal bank borrowing.

By paying your supplier on day one you may well be able to take a substantial discount which in turn will offset our reasonable charges.

Telephone our Trade Finance Section for further information.





AMERICAN THE ## 65 Commit London 8C3V 3PP Tel: 01-626 5467

PROPERTY MANAGEMENT

Quoted company with substantial under utilised property interests seeks proven property management to develop this potential. The acquisition of small property company with first rate management would be considered. Principals reply with detailed background information.

Write Box F8550, Financial Times, 10 Cannon Street, London EC4P 4BY

MANUFACTURERS Could Your Product Be a Mail Order Winner in 1989? Are you sitting on a potential gold mine and not knowing it? Selling your products or services by post through mail order could open big new marketing areas. With our expert advice, this untried, untapped new outlet could quickly bring that much needed extra revenue into new order could quickly bring that much needed extra revenue into your Company-help improve its cash flow - and increase profits. Contact us first before using inexperienced or non-specialist advice. We are a mail order advertising group with over 30 years experience in successful product selling by post. We will provide any company considering this area of selling with a free appraisal/advice on the mail order viability and potential of the product or service. We offer full 'in house' creative/design/copywriting/media booking and production services.

Send details of your product or service in strictest confidence to: Box F8551, Financial Times, 10 Camon Street, London EC4P 4BY

OUR SKILLED LABOUR RATE COST IS ONLY 13 DEUTCHE MARKS PER HOUR INCLUDING TAXES

We are seeking a partner who can bring us new business and new

Our business is the manufacture and assembly of sheet metal parts and computer cabinets.

Our existing customers consists of many leading computer companies. In return we offer a share of profits, or the possibility of acquiring equity

For further information contact:

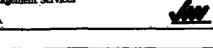
Robert Spencer, Dynamics House, Sandyford Industrial Estate, Dublin 18, Ireland Or Telephone 353-1-953111.

PHARMACEUTICAL JOINT VENTURE

Pharmacentical company seeks substantial financial partner for acquisition of turn-key production plant in Southern Europe. Cost approximately USS22m. Expert local management will be provided and substantial government grants and long term soft loans available. Cash investment in region of USS1.5m required. Projected profits USS4m per annum. 10 year tax holiday.

Please reply with company profile and latest accounts to: Jeffreys Henry Management Services

82-84 City Road, London ECIY 2DA



FREEHOLDS FOR SALE WITH DEVELOPMENT POTENTIAL Ryde, labe Of Wight 269,958.

Proviously a guest hotise, 2 minimus from beach/station. Could continue as such or, subject to consume, give 3 fluts. Rode; yard contribute SILLOTH CUI-1811. 159,950

Victories townbouse facing seafront in contre of town. Consists of a 2 budgeound flat and a 4 bedroomed manifester. Lungs artie room and beaument. Rear yard and curport/ombouse. Ideal helf-ousering units or guest; house or for private fluts, subject to usual consents.

BOTH PROPERTIES ARE IN NEED OF RENOVATION BUT OFFER GREAT DEVELOPMENT POTENTIAL OWNERS ARE MOVING INTO RETAIL PROPERTY AND WANT TO DIVEST THEMSELVES OF THESE FULLY VACANT PREEHOLDS.

Details from: D.P.Properties, 17i Chiswich High Road, Loudon, W4 2DR. 01,995/4777 or Fex 01/995/1113

SALES AGENCY/DISTRIBUTORSHIP

New Company based in Yorkshire specialising in industrial measurement and control equipment/materials requires contact with UK/Foreign manufacturers seeking active commercial/technical sales representation. Write Box F8549, Financial Times, 10 Cannon Street, London EC4P 4BY

BORTCAGES-Personal and Commercial and Builheis Finance, Smitheis Finance, Smitheis 100,000.

Tel: The Trump Organization 6952-858499.

£0.5m + NET PRETAX PROFIT SIGNMAKING COMPANY

reservering sound and with good management seeks to merge with/ acquire another sign company or complementary business making similar profits. Business involving design, manufacturing, installation and maintenance preferred but anything sensible considered.

Management Consultants Ltd 18 Croftdown Rd., London NW5

PRIVATE VENTURE CAPITAL

Substantial Sums of Venture Capital Available for Immediate

Turned away by your Bankers? Unable to find finance? Have ideas but lack capital, undercapitalised or need additional capital for growth? all proposals considered reply to:

Box F8557, Financial Times, 16 Cannon Street, London EC4P 4BY

PARTNER

33 1/2 to 50% share of a West End Management Consultancy operation with an interesting existing client base and potential contact net. We are looking for a full time partner (preferably with existing clients) who will manage operations on a day to day basis, and work with two highly qualified partners who are available part time to help build the business. If you want flexibility and do excellent work,

phone Set on 01-629 0187 for an appoint

B E S INVESTORS are sought

to provide up to £75000 in return for equity share in exciting new venture which has vital role to play in helping employers achieve their recruitment goals for young people emerging from higher education.

Please reply in confidence to The G B Scheme, 261 High Street, Dorking, Surrey Tel no 0306 77737

PROPERTY OPPORTUNITY COSTA DEL SOL Shopping centre and aports centre in Marbella to be constructed with rental agreement for 4 years. PRICE: 2.207.800.000, - pass.

145 townhouses in Marbella with swimming pool, mini golf and gardens. Rental agreement for 4 years. PRICE: 2.324.000.000, - ptex.

Contaix as for further husiness, building plots, or complete projects.

Issuebiliaria La Castin, Edi Las Camelias, Arda Ramon y Cajal, 67, 29640

FUENGIROLA, SPAIN, Phone No Spain \$2-460784 Fax No Spain \$2-462729

Major Life, Mortgage

and Pensions Brokerage

Offers Equity

Participation or

Outright Sale

Commission Earnings in excess of £0.5 million

per annum Located in SE England

Write Box F8560.

Financial Times,

10 Cannon Street, London

EC4P 4BY

FINANCE YOUR

STOCK

We offer a unique stock finance facility to manufacturers and merchants and are seeking to expand our client bese. If you require stock finance please apply in writing to:

Churchill Merchanting Limited, 136 Buckingham Palace Road, LONDON SWIW 99A

Telephone: 01-730 8428

NEW COUNTRY HOUSE HOTEL DORSET

Equity finance totalling £100,000 - £150,000 is sought to complete the development of a luxury 18 bedroom hotel and restaurant. Participation in man-Details from:

Tooke Ram & Co, Chartered Accountants 100A New Cavandish Street, WIM 7FA

ACQUISITION SEARCHES - U.S.A. Colmen Management Company specializes in conducting acquisi-tion searches of companies located in USA.

Mr. Carl Bontemps - Managing Director will be in London for appointments for 29 November thru 5 December at 11 Cadogan Gardens. Phone - 01 730-3426.

For appointments contact - 1429 Walnut Street, Philadelphia, PA 19102, USA, Fax 215 751 0967

COMMERCIAL FINANCE Competitive Rates Business Finance to 80% of cost Asset-based Finance Construction Finance to 100%

SOVEREIGN INSURANCE CONSULTANTS (LONDON) LTD Tel: 01-379 6322 Fax: 01-379 4152



We are an international trading company and are looking for com-panies who require the expertise or finance to expand their activities into the international marketplace and develop a close working relationship with an established

For an initial discussion please contact: GOC laterapticani Loi., Walker Honse, 87 Queta Victoria Street, London EC4V 4AB. Tel. 01-489 8797, Fax: 01-489 8990

OPPORTUNITY in Accountancy Recruitment Consultancy based in the Thames Valley. Working Director with capital would also be considered. Excellent prospects.

Please write in confidence to: Box FBSSI, Financial Tenes, 16 Casage Street, London ECPF 45Y Such as Investment contains a degree of risk and may not be realisable. This advertisement has been approved by a firm authorised by the Law Scoiety.

ELECTRONICS PROBLEM?

Do you need to make your product smaller?
De you need a complete redesign? or do you just need a second opinson?
We offer a full design, development, production engineering service.
Contact Nick Kentp, GSPK (Systems), Manus Lane, Knaresborough, N. Yorks, HG5 BLF, tel (0423) 869222,
Fax (0423) 869239.

FRANÇIAL/PENSIONS PLANNER Chartered Accountant, Firmbra Member seeks opportunity, tell time or part time consultancy. In larger organisations perhaps Stockproters or Solicitors, to make wider use of expertise, Could bring existing Clients. Repty to:

INTERNATIONAL FULL FINANCIAL SERVICES COMPANY

wishes to acquire equity interest investment advisory services or portfolio management companies. Replies to: Box F6554, Financia! Times, 10 Cannon Street, EC4P 48Y.

OVERSEAS INVESTMENT OPPORTUNITIES OPPORTUNITIES

We offer a superto portfolio of investment opportunites in FLORIDA-CANARIES. Residential & holiday developments. Hotela, motela, communical centera, development land, Joint venture and syndassite projects.
1.P.T. Investments 159/161 Seabourne Road, Southbourne. Bournamousth. BHS 2HQ. Tel 0202/417134 Fax 0202/417631

WAREHOUSING AND DISTRIBUTION South West based distribution Ware-house, 3000sq ft. Racked for picking/ packing. Computerised ledger system, stock control and order processing, Repacking facilities available. Family humanes with experience, skill, and

Tel: 0258 72813/73305

DEVELOPMENT

CAPITAL Appleton Holdings Ple wishes to hear from profitable private companies requiring capital to realise their full potential. Tel: Roderick Gordon

CAPITAL AND MANAGEMENT INVESTMENT

01-748 9020

Experienced Business Manager with independent finance seeks small/medium sized manufacturing companies for investment with management involvement. Ideal locations are North England/Scotland. Write Box F6552, Financial Times, 16 Cannon Street, London EC4F 45Y

Financial & Business Development help available to small expanding companies in Electronics, telecommunications and other high value added

businesses. Reply in confidence to Box F8599, Financial Times, 10 Cannon Street, London EC4P 4BY

FINANCE DIRECTOR required part-time

Expanding international Group requires experienced FD 2/3 days per week. Experience must include international trading and property.

Write Box F8558, Financial Times. 10 Cannon Street, London, EC4P 48Y.

INTERNATIONAL SUGAR TRADING COMPANY

nagement seeks US\$8-10 million for buyout. Team enloys first class Producer/consumer support maintained over 15 years: Principals only repty to:

WEST END TRANSFER OF TOM STOPPARD'S "ARTIST DESCENDING A STARCASE" Parisberett Ltd. bel Bloch) 01-225 0964 This advertisement has been approved by a firm regulated in the conduct of investment business by the Law Society.

CAPITAL AVAILABLE investment in business seeking to ad or start-up. Funds available for y propositions.
For full details contact:
VCR, 2 Boston Road,
Healey on Thames, RG9 1DY
Tel: 6491 579999

A Member of FIMBRAS

Space available for Bureau de Change in busy antiques market. £50 pw. Good location next to managerial office.

Coptact Gleada Irwin ou (01) 723 6066, Tres. - Sat. 10.00am to 6.00pm

Zeromodule Limited

(IN RECEIVERSHIP)

Coolrite Limited (EN RECEVERSHIP)

for sale:

The business and assets of the following companies are

 Design and build services for cold stores, food factories and other insulated buildings Annual sales of approximately £9.5m

Supply, installation and servicing of refrigerated

Cellar cooling equipment for the licensed trade

Annual lumover approx. £3m, 1200 customer

Substantial freehold premises in Gransby

storage and display equipment

National network of depots.

Structus

Telex: 537222. Fax: (091) 232 0480.



FOR SALE

FOR SALE

Yorkshire Retail

Sales of £1.7 million rising

Gross Profit 30% plus

MUNICIPAL CLEANSING PLANT HIRE BUSINESS

For sale, business, with national depot network, hiring vehicles for municipal cleansing market. Revenues for year to 31st December, 1987 were over £5m and the current vehicle fleet is some 400 units.

Interested principals should communicate in writing with:

Cazenove & Co., 12, Tokenhouse Yard, London, EC2R 7AN. For the attention of Alex Scott-Barrett. or Simon Dettmer

(Member Firm of The Securities Association)

Major British software manufacturer substantial CHESHAM. offts on annual revenue in WE REALISE WHAT YOUR. excess of £1m. Extensive dealer and end-user base. BUSINESS IS WORTH. ncipats only should apply to Box 174, Financial Times, 19 Cannon Street, London EC4P 48Y

As the leading merger brokers in Britain, we are in a unique position to provide the most appropriate buyer for your business. We aim to be in regular contact with the chairmen of most acquisitive PLCs, looking for successful private companies worth between £500,000 and £25m.

So, if you're thinking of selling your business, contact our Managing Director for a confidential discussion about its real



CHESHAM AMALGAMATIONS ise you only sell your busin

e, 2 Bentinck Street, Lond Telephone: 01-935 2748 FBIBRA

HIGH GRADE TEXTILE MANUFACTURING BUSINESS (Without Looms)

- Superb Customer List
- Good Forward Order Book
- Well Bought Raw Material Position Current t/o £1.9m p.a.
- Leasehold Store & Office Premises in West Yorkshire

OFFERS SOUGHT FOR GOODWILL AND FORWARD CONTRACTS PLUS S.A.V.

> Details (to named principals only) available from



Oak House, New North Road, Huddersfield HD1 5LG

AWRENCES ____

Offices of over £1 Million are invited from Principals only, for this premium rate telephone ensurationness service, attented in the office of England.

England. Extremely high profit yield from turn-turnover which is profit yield from turn-over which is poled for expansion. Call tacelff is by strangement, with Beltish Telescom.

Telecom
This 24 hour service is accommodated by 30 telephone lines and 111 staff, and conducted from approximately 4,500 square feet of leasthold premises.

SOUTH

LONDON

ESTATE

AGENTS

Booming area, little

competition. £200,000

Write Box H4075, Financial

Times, 10 Cannon Street,

London EC4P 4BY

CLOTHING MANUFACTURER

Established manufacturer of outerwear based in West of

Scotland for sale as a going con-cern. Fully equipped freehold factory approx 22,000 sq ft with trained staff. Capacity for 200

Write Box H4061, Financial Times, 10 Camon Street, London EC4P 4BY

FOR

Old established joinery business situated in the North-West of England.

The workshop is well equipped and the business enjoys a substantial order book.

Turnover is currently approximately £50,000 monthly.

Respond to: Liz Phillips at Arthur Andersen & Co Bank House, 9 Charlotte Street, Manchester M1 4EU. Tel No. 061-228 2121 Fax No. 061-228 1421



Tel: (0484) 533151 Fax: (0484) 537063

Fax: 0223 324609 **Artnur Young**

For further details please contact:

The main features include:

A MEMBER OF ARTHUR YOUNG INTERNATIONAL

The Administrative Receiver offers for sale the assets and undertakings of

Cambridge Audio

Systems

International Limited

a specialist audio manufacturer with a

worldwide reputation for producing

high quality digital and analogue domestic

audio equipment.

▶ Innovative research and development facility.

▶ Established markets in the UK and overseas.

Leased premises in St. Ives, Cambridgeshire.

M. Palios BSc, ACA, MIPA, Arthur Young, Compass House, 80 Newmarket Road, Cambridge C85 8DZ. Tel: 0223 461200

► Full current product line and projected products for the 1989/90 season.

JOBBING PRINTERS FOR SALE

The business and assets of an established jobbing printers based in Calderdale, West Yorkshire, are offered for sale as a going concern.

and the second second second

Turnover in the region of £300,000
 Good profit potential
 Diverse and loyal customer base

 Premises for sale or rent by negotiation For further details please contact: R J Bottomley or A D Arthur

PRINCE WILLIAM HOUSE, BRADFORD, WEST YORKSHIRE, 808 78Y. BOOTH & CO CHARTERED ACCOUNTANTS TEL 0274497124

FOR SALE -MANCHESTER -

WELL ESTABLISHED TRAVEL AGENCY TURNOVER £5M... APPROX. ALL LICENCES. PREMISES ON LEASE. EXCELLENT MANAGEMENT PRINCIPALS ONLY WRITE TO BOX H4067, FINANCIAL TIMES, 10 CANNON STREET.

LONDON EC4P 4BY



(IN RECEIVERSHIP) MANUFACTURERS AND DISTRIBUTORS OF SCISSORS AND TOOLS

ERNEST WRIGHT

& SON LIMITED

The joint administrative receivers have available for sale the business and trading assets of this long-established Shelfield-based company.

- Established range of products and custos Good order book Turnover approxis
- per annum "Kutrite" brand name

For further details of

Cork Gully

kes and M J Meare

Cork Gally is audiorsed by the l pirry on Insurance besiden



The company has established a nationwide network of mobile sales distributors involved in selling a wide range of lines.

• Annual Turnover approx £835,000

• Profitable Business • Broad Customer Base

For further details contact Miss H D Conway. **△ Touche Ross** ngton House, 136 Suffolk Street, Queensway, Tel: 021-631 2288. Fax: 021-63! 4512.

MANUFACTURING FACILITY

Assets for sale as going concern. The facility which is sited in Warrington is dedicated to the quality production of ladies outerwear. Comprising single storey workshop, offices and stores. Floor area 660 sq metres. Modern machinery, skilled workforce of 60. Principals only.

Write Box No H4082, Financial Times, 10 Cannon Street, London, EC4P 4BY.

ENGINEERING BUSINESS/LEISURE INDUSTRY INTERNATIONAL BRAND NAME

Non-core manufacturing company in West Midlands with significant export activity. Accepted product range. Current T/O £1.7 million. Net tangible assets £850,000. ROC 20%. Leased premises. Skilled workforce of 60. Good technical skills but would benefit from marketing/general management input to enhance operation. Offers in excess of £1 million. Principals only write: Box H4077, Financial Times, 10 Cannon Street, London, EC4P 4BY.



Long established and well regarded professional newsletter in the Human Resource management field. Substantial offers invited for this profitable title which is capable of considerable further

Write Box No Fi4080, Financial Times, 10 Cosmon Street, London, ECAP 4BY.

GARAGE FOR SALE

N.W. London garage includ-ing 44 working black London ing 14 world cate to the orem-ises have fully equipped body and engineering shops and sale to include all stock, etc. Offers invited to:

Bax H4066, Fluencial Times, 10 Cannon Street, London ECAP 4BY

JOINERY BUSINESS FOR SALE Weet I andan

Price Waterhouse

Enquiries to: A E James FCA, Price Waterhouse, Stin Atlanca House, 35 Mosley Street, Newcastle upon Tyrie, NESS 1PL. Telephone: (091) 232 8493.

Uniquely located Hotel, Sussex

Magnificent property set in over 40 acres. 7 bedrans, Outline planning to develop a further 20 with function suite, lounge bar, cellar bar, restn't (50 cvrs). Tremendous business development. Offers in excess of £1,300,006. F/hld. Ref: 4/5149/FT. For further information contact Jeremy Wallis-Frost. Central London

120 cover ground floor restn't in prime London area close to Theatreland and West End. Well established business carering for large and varied clientele. Trading 6 days pw only. Last years turnover was in excess of £500,000 ex VAT.

Offices on £450,000 L/kkd. Ref. 6234/FT. 50 Victoria Street, London SW1H 0NW. 01-799 2121

HOTEL PORTFOLIO FOR SALE

U.K. Hotel Group, with wide geographical spread of 3 Star City and Country Hotels. Principals and Companies of stature need only apply for further details to:

Box H4078, Financial Times, 10 Cannon Street, London EC4P 4BY NO AGENTS

SPAIN

Leading plastics company offers majority equity for sale. Fixed Assets valued at stg. i.7 million. 1989 projected turnover stg. 1.5 million with potential to reach stg. 4.0 million. Employing 20 people. Running with over 55% gross contribution at

30/40% piant capacity. ted parties apply to Box H4062. Financial Times, 10 Cannon Street, Landon EC4P 4BY FOR SALE

ion y sucusioning in consistent from Pootball learn with a place in ritish Mational Badwelser League, sive sponsorship already in place, outsiness management may be available. Principals only. Write Ber No H4001, Financial Times, 10 Casson Street, Leedes, EC4P 45Y.

GLASGOW TELEMARKETING

Embryonic Business for sale, with £'/2 Million Grant— Funding Available, Ideal— Vehicle for Expanding Company. Could be Telesales. Telephone: 041 779 3884

PLC COMPANY Ready to trade

Capitalised with official cert. to trade. £3.000 TEL: 91 878 8629 91 878 7758

DEVELOPMENT OPPORTUNITY Elemen/Hotel/Cackery School in Pas de Calale

6 bedroom, 19th C. chatteau, excellent condition, 5 acres, 2 large enthouses with planning consent for conversion. Walled vegetable garden, orchard, pas-ture and woodland. 15 minutes from Caisis, 15 minutes from Bertoumer.

BUSINESS FOR SALE

Small company with unique product range selling to D.I.Y. superstores and builders merchants. Trade name, stock and goodwill. Genuine reason for sale. No time wasters please. Tel. 0235 553006

HOME COUNTIES MICRO COMPUTER DEALER Annual turnover £1.5 million Holds dealerships for two leading manufacturers. Quick sale required

and forward order book. Custom design, cat, set and inspection. Extensive and wed equipped mechine shops including special purpose machines, hydraelic basing and heat treatment facilities.

Contact (principals only)
J A Derry & Associates, Ayeton House
Ayeton_Road, Uppinghaze, Leicester
ahre LE15 GRL
Telaphone: 0672 825777, Teleo: 542295.

FORK LIFT

RENTAL

Company in Southern

England wishes to sell its contract and S.T.R. Division

current turnover approximately £85,000

per amum. erther details write Box 14665, sold Threes, 18 Cannon Street, London SC4P 48Y 4.

3.

FREEZER CENTRE BUSINESS. Turnover 224m. Four Stores (S. Midlends). Avail-able as one business or separate stores. Early possession. on completion. Tel: (0295) 69081 Fax: (0295) 270847 Busy High Street snack ber and take-away, Profits 534,500 on 285,000 turnover. Long lease. Offers on 235,000. Defrices, Staven-age 720519 or 725345.

Write Box H4069, Financial Time 10 Cannon Street, EC4P 4BY.

Residential and Hursing Homes. Five available from \$750,000 to \$2.5 million S.R. England. The Trump Organization. Tel: 0832-858469.

TOOL DISTRIBUTOR FOR SALE Profitable company available as going concern. Includes unique & attractive product lines. Blue chip customer base, Principals only write Box H4072, Financial Times, 10 Carnoo Street, London EC4P 4BY

NORTHERN HOME COUNTIES Company in development and distribution of electronic office systems with established user base is to be sold as going concern. Turnover around £1 million. Substantial leasehold

premises and tax losses of £8.5 million. Replies to Robert Haysom, F.C.A. Everett, Collins & Loosley, 143-145 Queensway, Bietchley, Milton Keynes MK2 2DY

FOR SALE ARCHITECTURAL PRACTICE

Extensive commercial/institutional
active in Midfands and North, Fully
imputerised. Large forward contracts.
Senior partner within to plan forme
externment. For Lim approx.
Subminina spects. Highly profitable.
Burefirst staff continue.

Peter Bertram

Old Market Square Securities Lag
Sheaton Home 23 Lefenter Road
Lengthorough Lagis LETI 2AT
Idephase 0589 217743 Face 0589 6162

outract maintaine Principals only. supply o

VALUABLE

OPPORTUNITY

Fur company experienced in rotal developments. Our company wishes to withdraw from chain of 8 specialits shops to concentrate on its prime business/manufacturing. Will dispose for circa 3: value (200,000) if supply contract maintained. Image. Write Box No Fi4086, Pleancist Thees, 10 Camon Street, London, EC4P 48Y.

BUSINESS AND EDUCATION

The Financial Times proposes to publish this survey on:

21st December 1988

For a full editorial synopsis and advertisement details, please contact:

Penny Scott

Kirtons Farm Country Club

The Joint Liquidators of Prime Leisure Limited (in liquidation) offer for sale the business and assets of Kirtons Farm Country Club.

Five tennis courts and three squash

• Gym and health club with indoor

Members' bar and restaurant.

swimming pool.

• Approx 1.200 members.

courts plus three squash courts under

Attractive courtyard with six let shops.
 Detached freehold residential property.

The Country Club operates as a hotel and country club at Pingewood, Near Reading, Berkshire. The Club has an extensive range of facilities and the hotel is ideal for corporate meeting and residential training courses. The business includes:

- Excellent location close to junction 11
- 55 acre freehold site including 32.5 acre • 30 bedroom, 4 star quality hotel with
- further development potential.

 Banqueting facilities for 130.

Europea's lending Flourer Commitments HIRSCH INT (Planacial Services) LTD 15 Berkeley Street, W1 Tel: 01-629 5051 Fex. 409-8419

- One of the country's foremost waterskiing venues.
- Venue for 1988 European Waterski
- Championship.

For further information please contact Roger Smaridge at:

△ Touche Ross

Tel: (0344) 54445. Th: 846691 TRBRAK G. Fax: (0344) 422681. Authorised to carry on investment Business by the Institute of Chartered Accus

RESIDENTIAL INVESTMENT **MORTGAGES** On Commercial & Industrial Properties at prime rates 5/10 years. Interest only. Minimum loan £250,000.

BUSINESS OPPORTUNITIES

HYDE PARK GATE S.W.7 Let on Company let at £13000 p.s. with VACANT UNDERGROUND CAR PARKING O.A. £175,000 TEL 0742 701002/724741 (OFFICE HOURS)

CONFERENCES



FT LAW REPORTS

Husband is bank's agent

BARCLAYS BANK plc v KENNEDY AND ANOTHER Court of Appeal (Lord Justice Purchas, Lord Justice Taylor and Sir Gervase Sheldon): November 10 1988

Cather to 1st Businesser W THERE

1 18.64 E

The second

 $W^{n+\ell-m}$

TORSHE

and the second s

FORKINT

ER VIA

There are an area was

267 - NETTS MEET

AL TO ALLE

2 - 2 - 1 - 101

P1

or of the second of the second

(.E. _ 0.2 (sal *);

Mark Fifth

,

A HUNBAND who charges the matrimonial home to the bank subject only to his wife's sigsubject only to his wire's sig-nature, acts as its agent in per-suading her to sign if the charge is in its interests and the task of persuasion is left to him. The bank must therefore bear the consequences of the husband's conduct if proper investigation of the evidence investigation of the evidence shows that the signature was obtained by misrepresentation or undue influence on his part.

The Court of Appeal so held when allowing an appeal by Mrs Naula Kennedy against a possession order made by Judge Krikler in the Willesden County Court, to the extent of ordering a retrial of misrepre-sentation and undue influence issues affecting her in an action by Barclays Bank plc against her and her husband,

Mr Terence Kennedy. LORD JUSTICE PURCHAS said that Mr Kennedy was employed by or associated with a Mr John Dempsey, in the business of selling insurance. Mr Dempsey was associated with a Mr Patrick McLaughlin, a solicitor's clerk.

The bank was involved in Mr McLaughlin's various activi-ties. Mr Dempsey, on the intro-duction of Mr McLaughlin, opened a personal account and as account with the bank. On the personal account the bank afforded initial facilities in the region of £16,000 against promises that moneys due from a property transac-tion would be paid into the account. Within a few months the bank became disenchanted with the manner in which Mr Dempsey was conducting his

account, and brought pressure to bear on him. Mr Dempsey's financial survival was of importance to Mr Kennedy. He had spent 12 months in prison for conspir-acy to defraud, and continuing gainful employment was of the greatest importance to him. The bank manager had already been introduced to him as someone authorised to transact business on Mr Dempsey's behalf. At no time did Mr Ken-nedy or his wife have an

By July 1982 the overdraft on

Kennedy's evidence, Mr McLaughin and a Mr Ganley had assembled staff at Mr Dempsey's business premises.
They stated that a package had been arranged to rescue the business, and asked if anyone could produce the money to settle Mr Dempsey's account with the bank. After a great deal of pressure Mr Mentadr. deal of pressure Mr Kennedy agreed to guarantee the indebt-edness and secure it on his house. He was assured the tharge would be required for

only about four days until Mr Ganley produced funds.

Mr Kennedy went immediately to the bank to discuss the matter with the manager. They signed or executed a guarantee and charge on the house. It was a Friday.

It was made clear by the

manager that the signature of Mrs Remedy, as a person in occupation of the property, would be required. The first she knew of it was at about 3 o'clock the following Monday afternoon when, in a great hurry to arrive before close of business, she and her husband went to the bank where she executed the charge and signed a copy of the guarantee.

On March 11 1988 Judge Krikler made an order for possession of the house ageinst Merch 1988 Judge Region of the house ageinst Merch

sion of the house against Mr and Mrs Kennedy, in the bank's favour. Mrs Kennedy The issues on the appeal were whether Mr Kennedy was

acting as agent for the bank when he persuaded his wife to attend its premises and sign the charge; and whether she acted as a result of his undue Judge Krikler heard evi-

dence from Mrs Kennedy that at 3 pm on the Monday her husband had asked her to go to the bank to sign away the house. He told her the police would be called to investigate Mr Dempsey and he would be out of a job. She was frightened of the police. She was told the charge was only going to be for four days, and that Mr Ganley was going to save the business. She was not happy about it but she did not have much time, and believed it would save her husband's job. She would not have done it had she know that the charge would last for more than four

Mr Dempsey's personal account was standing at about 220,000.

On July 23, according to Mr Kennedy's evidence, Mr McLaughin and a Mr Ganley body account and discuss the matter with the standard of the country of the standard of the standar with his wife over the week-end", and that no actual or ostensible authority was given to him to act on its behalf - it was a "situation of a husband asking his wife for assistance."

That did not reflect the evi-

nence.
The evidence was that Mrs
Kennedy's attendance was a
"formality". It established that
on the Friday, subject only to
obtaining her signature, the
transaction was concluded.

The bank required her signature to secure its position against her interests as occupier. It was very much in the bank's interest to get an effec-tive guarantee of Mr Dempsey's unsatisfactory overdraft. It was equally in its interest to obtain security for that guar-antee in the form of the charge which would not be fully effective without the wife's signa-

The overwhelming inference trawn from the evidence was that all had been agreed between the husband and the manager on the Friday, and that the manager left it to the husband to persuade the wife to come to the bank on the Monday to execute the charge and sign the guarantee.

Monday to execute the charge and sign the guarantee.

Had the position been "discuss the matter with the wife over the weekend" it was unlikely the parties would have actually executed the guarantee and the charge until it was known, as a result of the weekend discussions, that the wife would consent to being a party.

In Midland Bank v Shepperd [1988] 2 All ER 17 Lord Justice Nelli said "the court will not enforce a transaction at the suit of a creditor" if he entrusted the task of obtaining the debtor's signature to some-one whom he knew to be in a position to influence the debtor and who procured the signature of the debtor by means of undue influence or by means of fraudulent misrepresenta-

In Ason Finance [1985] 2 AUER 281 where a son undertook to procure execution by his parents of a legal charge on their property, it was held that as the bank "left everything" to him to arrange for its bene-fit, it must abide by the conse-

In Kingsnorth Trust [1985] 1
WLR 119 Lord Justice Dillon
said that well-established
authorities showed that if a husband's creditor wanted security for his indebtedness, and entrusted to him the task of obtaining execution of a

or obtaining execution of a guarantee or charge by his wife, "then the creditor can be in no better position than the husband himself".

In the light of the authorities, the judge misappreciated the position between the bank and Mr Kennedy when, on the bridge Mr Kennedy left for the Friday, Mr Kennedy left for the purpose of obtaining his wife's signature. Clearly the manager left it to Mr Kennedy to obtain his wife's presence at the bank to execute or sign the charge. There were areas of evidence with which the judge did not deal, and which examination of sses did not really cover.

Although Mr Brilliant sub-mitted that Mr Kennedy directly misled his wife on the basis that the charge was only to be for four days, there was no finding on that question. It was impossible on the evidence was impossible on the evidence to infer that he deliberately misled his wife.

As to undue influence, no one investigated why Mr Kennedy postponed discussion with his wife until 3 o'clock on the Monday. There might be a perfectly reasonable explanation for his failure to mention the matter over the weekend. But if he deliberately post-poned the question of signa-ture until the last minute and then put pressure on her on the basis that it was to pre-serve his job, there must at least be a case to be investigated that he might have railroaded her into agreeing to

sign. Much would depend on examination of those facts. It would be dangerous to draw any adverse inference against Mr Kennedy where there had been no proper investigation.

The appeal was allowed to the extent that a retrial was ordered before a different judge, limited to the issues of misrepresentation and undue

influence as affecting the wife. Lord Justice Taylor and Sir Gervase Sheldon agreed. For the wife: Simon Brilliant (Curry Littlejohn) For the bank: Phillip Shephard (Harry L Aikin)

Substantial Private

Wish to purchase.

A company with manufacturing capacity for scaled double glazadurity and or toughening plant.
All replies will be treated in the strictest of confidence.

LARGE PLC

REQUIRES

Please reply in confidence to

PROPERTY

COMPANIES

WANTED

Сотралу

Rachel Davies

Hall Russell Limited

(In Receiverable) BUSINESS FOR SALE IN WHOLE OR IN PARTS

IN WHOLE OR IN PARTS

Long established Shipbuilders in Aberdoen,
in the North East of Scotland employing a
workforce of 435.

The main activity is shipbuilding but this
encompasses a variety of operations including
(i) Shipbuilding;
(ii) Shipterpairing;
(iii) Engineering Workshop;
(iv) Joinery Shop, and
(v) Training School.

The assets comprise :(i) Heritable property of about 3 acres on which
are housed the Engineering Workshop and separate
Training School

Training School

(E) Leasehold property of about 12 acres housing
the shipbuilding yard, office principes, workshop store
a covered shipbuilding facility, dry dock and fitting-

quay; Plant, machinery and equipment; and Stocks and work in progress

Interested parties should argently contact the Joint Receivers: Prank Blin and Ewen Alexander at Cork Gully 32 Albyn Place, Aberdeen AB1 1YL Telephone 0224 574007 Telex 739067 Fax 0224 576183 209 West George Street, Glassow G2 2LW 209 West George Street, Glasgow G2 2LW Telephone 041 226 4894 Telex 779396 Fax 041 221 8256 or at Hall Russell Limited, In Receivership, York Place, Aberdeen Telephone 0224 589244



Telex 73164 Fax 0224 580203

Cork Guilly is authorized by the limits Chartered Authorizants in England & Wales to carry on Javastorcu business.

BUSINESS **OPPORTUNITIES**

Cork Gully

MAJOR LENDERS WANTED

Geowing American Company seeks \$10 million loan. Interested lenders please send inquiries to: The Beverley Corporation P.O. Box 948 Marbichend, MA 01945

Business Opportunities Advertising

Appears Every Tuesday & Saturday Please contact James Pascall on 248 8000 ext 3524 or Gavin Bishop on 248 8000 ext 4780

For further details please write to Financial Times Bracken House 10 Cannon Street London EC4P 4BY

Landscaping and Turf Growing Operation

Under instructions from the directors, Spicer & Oppenheim & Partners offers for sale, the business and assets of a domestic and commercial landscaping contracts company, based in the East Midlands. The business includes:

East Midlands

- ★ Order book in excess of £500,000
- ★ Unique turf growing process
- * Established, specialist workforce
- ★ Freehold site (approximately 7 acres)
- * Planning permission for garden centre and restaurant

For further details please contact: J Wilson or Mrs D Wardle at Spicer & Oppenheim & Partners, Clumber Avenue, Sherwood Rise, Nottingham NG5 1AH. Telephone: 0602



eegas

Gas Storage Terminal Zeebrugge, Belgium

A modern, flexible storage terminal with 26 storage units total 6,400 cbm and excellent facilities for product handling by sea, road and rail

> Enquiries to:-R.E. Floyd, Liquidator TAILMAST LIMITED



MOORES & ROWLAND, Clifford's Inn, Fetter Lane, Tel: 01-831 2988

BUSINESS OPPORTUNITIES

WHEN SOUTH AFRICA SPEAKS

ARE YOU ALWAYS LISTENING?

i am a Senior Business Executive with specific skills in Marketing and Financial Services, and with first class contacts in South Africa.

will shortly be taking up residence in that country and I'm interested in acting as your listening post, repres Please write to me at Box F8539, Financial Times, 10 Cannon Street, London EC4P 4BY

BUSINESSES WANTED

EXPANSIVE, WELL KNOWN, INTERNATIONAL SERVICE ORGANISATION SEEKS ACQUISITION OPPORTUNITIES, PREFERABLY IN THE UK. PREFERRED PROFILE :-

CONTRACT BASED RECURRING REVENUE.

HIGHER "VALUE-ADDED" SERVICES.

MARKET, THEREBY FACILITATING NATIONAL EXPANSION.

OF PARTICULAR RELEVANCE MAY BE SERVICE BUSINESSES OPERATING WITHIN MANUFACTURING OR DIVERSIFIED GROUPS WHERE FULL POTENTIAL (WITHIN THE INCREASINGLY SPECIALISED SERVICE SECTOR) IS BEING

PLEASE WRITE, PROVIDING ENOUGH INFORMATION TO ESTABLISH IF A MEETING IS WARRANTED TO BOX H4063, FINANCIAL TIMES, 10 CANNON STREET, LONDON EC4P 4BY

PROFITABLE COMPANIES WANTED

per annum before tax, you wan want to cape an an a feet taxe experienced in the future experienced in the future experienced in the future experience. If the idea of joining a group dedicated to corporate and personal growth appeals to you, then contact us in confidence. All replies will be forwarded unopened from:

Ref: 409, Streets Communications Limited, Bennetts Court, 6 Bennetts Hill, Birmingham B2 5ST.

is seeking to acquire well managed companies with the following areas:

Consumer stationery, cards, gifts and related areas

Principally in: U.K., Europe and U.S.A.

Richard Raworth, Deputy Chairman, Hesteir pic, 17 Buckingham Gate, London SWIE SLB, Tel: (91) 530 5546

Please write in strictest confidence to Mesers. Stoy Hayward, 8 Baker

ACQUISITIONS SERVICE SECTOR

COMMERCIAL/INDUSTRIAL CUSTOMER BASE

NATIONAL PRESENCE OR OPERATING IN A FRAGMENTED

PROFITABLE WITH PROVEN/STABLE MANAGEMENT.

We are a medium sized, diverse fully listed PLC. We have expended significantly over the last few years through a policy of both organic and inorganic growth and are looking to continue with this strategy. You will be the principal shareholder/manager of a private company, probably in manufacturing, who has developed a business with a firm base and a good profits record which has now reached a minimum of £150,000 per annum before tax. You will want to capitalise on this effort whilst still retaining the proposition and sharker in the future expension.

HESTAIR PIC

Nursery product and buggy manufacturers

Sales should be minimum \$5m up to \$50m or more. We have an sales should be minimum tom up to tourn or more, we have an excellent track record for retaining and motivating owners and managers who wish to stay. Write or phone in complete confidence. Please be prepared to give basic outline information to:

HOUSEBUILDING COMPANIES WANTED

Our client, a publicly quoted PLC, wishes to acquire housebuilding companies in the South-East, preferably Kent or Sussex. Size unimportant. Existing management to continue or not according to seller's wishes. Acquisition of entire or part for each or shares.

Street, London W.1.

Stoy Hayward

Write Box H4073, Financial Times, 10 Caumon Street, London EC4P 4BY

(Licensed dealer in securities and specialist in marger broking) have quoted PLC clients who wish to acquire companies involved in the DISTRIBUTION OF AUTOMOTIVE PRODUCTS . CAR/COMMERCIAL

Principals only should contact in complete confidence:



We have a number of PLC companies wishing to make immediate acquisitions in the following business sectors: conowing cuantess sectors.

Computer/telecommunication
maintenance portfolios
Property portfolios
Packaging
Office automation

Defence electronics & tele-communications Tel: 0625 535733 and sak for Mark Duan ACA.

Substantial

Investment Group Wahes to purchase profitable well managed businesses
Operating in the consumer
sector. Preferably with "Brand
name" product and optimum
capital value in range £10-40M.

PROPERTY COMPANIES WANTED Holding or Trading with low book values and high CGT Lia-bilities from £500,000-20 million Agents retained.

House Building Company

with Land Banks required by rapidly growing PLC Please raply to Bax H4084, Flumcial Times, 18 Canton Street, London ECSP 4RY

Small US M Company
Wishing to change direction, seeks a
new business either for acquisition or
nerger, which could lead to a change
of control.

CLEANING COMPANIES WANTED

Company wishes to purchase Cleaning Company £300,000 plus Turnover, in London, Hertfordshire, Bedfordshire and Cambridge area.

Burlington Investments Limited

DEALERSHIPS • ELECTRONIC COMPONENTS INSURANCE BROKERS • ESTATE AGENTS

R.I. Webb B.Com, F.C.A. Burlington Investments Limited, 25/28 Old Burlington Street, London WIX 1LB. Tel: 01-734 5484 Pac 01-439 12/9

Employment agencies &

Write Best 114078, Pinespiel Times, 16 Cannon Street, Landon SC4P 45Y

Write Dez No 163915, Financial Times, 18 Cannon Street, Landon, EC4P 48Y.

In line with expansion, Contract Cleaning

CALL MAP HOTLINE FOR SPECIAL INTRODUCTORY OFFER ON: 01-547 1849/1847 (24 hrs) 01-549 3444 (Office hrs)

ENTERTAIN YOUR KEY CLIENTS Hotel, Golf & CC

Vanue of the GM Pro-sm 1965, Beadlow Manor offers the perfect rik of Business and Leisure - For dealts of Company Golf, Leisure and Conference Services: Beadlow Menor Nr. Shellord, Bedfords Fax 8025-01365 Tel 8025-0008

The rate - to Lausanes down form 40 misses from Genera sp. Modern Offices, turniered and fully equipped (Telex - Fox - Coreptar), Modelingual secretarial services. Conference from and parting at disposition. We can also provide a full service scording to provide a full service scording to your reach. Susiness address the spulleble. Any surface up to 500m. For inquiries context: A. Frieder, usesne Tel (Evening), A1 21/23.70.28 or Fex. A1 21/23.77.40 and we call back

Your car cleaned at home or place of work at your

Holding or trading with low book values, and high CGT liabilities from £250,000 to £5 million. Call as now for an App 81-445 3666 Write Box H4029, Financial Times, 10 Cannon Street, London EC4P 481 is interactional Expunsion your problem? problem? Small terms of well proves executives based in Switzerland is available to

CASH RICH Residential Conspectal Property Company seets land or property seet based companies wishing to realize assets at highest land values immediately. JAMES ROSS LTD

WE WISH TO ACQUIRE Which could be relocated in Glenrothes, Fife. Anything considered either as going Oncern or fixed asset pur provided potential for growth.

Phone N.E.D. 0592 775000

ROAMER 2000 THE SMALLEST LIGHTWEIGHT ETACS PORTABLE IN THE

* Memory 99 * Dual circuit * Diary function/personal organiser. * Adjustable screen display * Metering * Full carpuli handling facilities. Roamer 2000 is supplied complete with desktop charger and spare battery. Optional acca. syaliable.

NEED AN OFFICE BE SHITZERLAND ?

London's Leading Mobil Car Valeting Service.

anist companies wishing to expend into Europe, USA, Far East, Australisia, Overseas production, marketing, prasun-net and corporate structures all covered Contact in strict confidence for meetings R.J. Mulcia, Mulcia & Associates, Residence de la Ceta 79, CH-1110 Morgas Switzerland FAX:(41)21 #012552

We export, no orders are to small or too large. Contact us today! Literance 5 Wolff Enterprises P.O. Box 1253 115 Merrimack Street Lowell, Mayasciguetts 01853 U.S.A. Telax 53545 LS. Wolff Lowe Cable LS. Wolff Telaphone 505 453 5002 USA

BUSINESS SERVICES

TELEMARKETING Screening mailing lists Making sales

appointments Research Response handling/ inbound telemarketing Booking seminar

For full details & priors rings Marie Lowery IBIS Telemarketing 6727 24777 PRE-CAST CONCRETE

PRODUCTION FACILITY AVAILABLE NEAR SEVERN BRIDGE

2 miles from Junction 25 on M4
5 sect site - ample storage
15,000 sq. ft. Sectory
Automated Fleming MF3 blockmaking machine
Wet cast production
2 Automated Bagging Plents For further information please contact: General Menager, C.P.I. Ltd., Star Trieding Estate, Ponthir Road, Caerloon, Newport, Gwent NP6 IPQ-Tel: (0633) 423244

LT. SECTOR If you need emistance to develop your European Strategy and find the right BUSINESS PARTNERS call sociated International meeting and Technology Linkel on 01-974 1876

LIMITED COMPANIES UK, International & Isle of Man IIIEXPRESS

COMMANY RESISTANTIANS LIMITED Emerth Rings, 25-35 City Rd, London 8:217 UM Inhystophe 02-588 3:271 Talan 887475 EDUCE YOUR STOCK REVENTORY HOW We will purchase all redundant objection. Seconds, or composed marchandise, immediate action and payment/acrotion staured. Tel (0288) 4330343304. Fax (0289)

business? We can offer comfortable rooms immediately from £100 per whet (dis-counts on extended bookings) with secre-briel services evaluate on the premiers. Tet; 226 6651 or Face 226 7850 **AIRCRAFT**

FOR SALE

DUNCAN AVIATION 82 Lemjet 55-034
76 Lenjet 35A-092
81 Embraer Bandeirante 110-342
81 Citation II-0226
83 King Air F-90-1 #LA-205
82 Lenjet 35A-456
81 Lenjet 55-004
81 Embraer Bandeirante 110-298
82 Jentream 3100-605
72 Citation 1 590-0038
80 Lenjet 25D-295
(402) 475-2611

BUSINESS OPPORTUNITIES

Managing your own company in the early stages of growth?

Firmstart: An Early Growth Programme The Early Growth Programme is aimed at the Managing Director who is facing the challenges posed by rapid growth. They will be experiencing the need to create realistic and coherent growth strategies for themselves and their employees. Companies will be independent and have been trading for up to three years.

What does the programme offer?

A different approach to Management Education; one where considerable effort is made to ensure that new skills and knowledge are specifically applied to the participant's business. We help you to find your own answers to your own real problems.

The programme is intermittent, 17 days extending over 8 months and is structured in such a way as to avoid taking key individuals away from his/her business for too long. Participants will be asked to pay £1,000 towards the cost of the programme (20% of the total cost). The balance is sponsored.

and application forms from Cathy Scott on 01-262 5050 (ext 272).

Closing date for applications: 2 December 1988.

CONDON BUSINESS SCHOOL HOTELS & LICENSED PREMISES

The programme begins on January 30th 1989. Further information

West Sussex/

Hampshire Borders Between Petersfield, Haslemere and Midhurst. A3 London - Portsmouth 3 miles distant. An outstanding and easily accessible 19th century Country House totally secluded in its own land.

Spacious and extensive main house with staff accommodation. Swimming pool, tennis court, stable block. Gardens and woodland. Apply: Market Square, Midhurst GU29 9NJ. Telephone: (073081) 2357.

Jackson-Stops & Staff

OFFICE EQUIPMENT

LARGE QUANTITY OF NEARLY NEW **EX-HIRE OFFICE FURNITURE**

85 acres in all.

Light oak desks/ Boardroom tables & chairs/Screens/Tables/ Rosewood desks/ Executive chairs & Fire resistant filing cabinets.

Tel: 01-549 9339

SEMINARS

UNDERSTANDING PARLIAMENT A Seminar for Industry on Tuesday & December at the Queen Elizabeth II Conference Centre, London SW1.

A one-day seminar arranged by The industry and Parliament Trust (an educational charity; resident include Viscount Wilds speakers include Viscount White-law, John Prescott MP, and other distinguished partismentarians. £135 including funch and other refreshments.

Michael Brown, 81-222 0535

The sum of the properties of a compound is larger than the sum of the properties of its components.

This basic law of chemistry applies in business.

It has long been accepted that office communications would become a vital component at the very heart of every company's operation. Technology and techniques have grown into overlapping systems and customers now expect problem-free solutions and system component compatibility from one source.

How have we responded to this challenge? By combining our strengths in these fields of activity – Olympia's progressive office technology with AEG's advanced information and communication divisions, each with their ability to produce innovative systems. Automated postal systems,

data packet switching and trunking radio networks – to name but a few.

All this excellence is now vested in one new force – AEG Olympia. In it, we have combined AEG's Information Technology and Communications Divisions, the total capability of Olympia, plus other related AEG divisions into a new powerful force. It retains the names and associated merits of West German manufacture and design. It ensures that our knowledge and expertise are ready for the offices of the future.

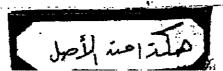
It means that we are concentrating on the communication, processing and verification of words and data, microprocessors and multi-function workstations. And within this programme, special priority will be given to closedloop systems and application-specific workstation schemes.

What's more, we will be increasing the scope of our current programme of office and communication technology still further to provide you with the choice of the best possible solutions to meet your communications needs.

Olympia Business Machines Co. Ltd.
199/205 Old Marylebone Road · London · NW1 5QS · Tel. (01) 2626788



AO.WAK 411



Shostakovich

With Sunday's concert the "Music from the Flames" series on Shostakovich approached white heat. The Fourth Symphony was one of those major works conceived at crists point in the 1938s, when Stalin bore down upon the arts with his policy of "social realism." The symphony was suppressed and did not receive its first public performance until as late as 1961 formance until as late as 1961 when it was conducted by Kondrashin. Among the audience was Vladimir Ashkenazy. Within a matter of months of the première Kondrashin had put the work on record and it is the sound of that performance with the transit and transit. formance, with the tumulta-ous and dissident onslaught of

Shostakovich's most massive symphony orchestra straining to make itself heard through the primitive Melodiya rec ing, which has perhaps been the formative influence on how we expect this music to go. Certainly no other perfornance has had the same whiplash ferocity. Now Ashkenazy himself is on the podium. The rigour of Kondrashin's interpretation,

in which violence alternates with a frightening coldness of emotion, has given way to emotion, has given way to something a little more human: there is a rounded blend of sound in the Royal Philharmonic strings and brass that is a resident source of warmth in itself and Ashazy's ability to tease lyricism out of the smallest chrases offers moments of balm, however fleeting. To suggest that the power of

the symphony had thereby been diluted would, however, be unfair. Its great, sprawling first movement, which can so easily become a disjointed grana of his moments was queue of big moments, was queue of big moments, was confidently bound by Ashken-azy into an ongoing stream of concentration, with woodwind solos being brought forward and brass restrained so that the most cataclysmic tuttis, when they did come, would strike with their fullest ear-shattering forces.

shattering force.

Nor were the other two
movements any less impres-sive. The whole score had
clearly undergone a study of formidable thoroughness on the part of both conductor and orchestra to reach this level of music-making, sustained over the duration of so long a work. Together with Tilson Thomas's LSO Ein Heldenleben, it ranks as one of the two most memo-rable performances by a Lon-don orchestra under its Music Director that I have seen this

year.
In the first half Itzhak Perlman offered the same composer's First Violin Concerto.
Here again it would be possible to argue for a more detached style of Shostakovich. playing, less rich in tonal refulgence, less generous with its sweetening portamenti. But faced with musicianship on this outstanding level, one would be unwise to do saything other than sit back and enjoy what was by any account an inspiring perfor-

Richard Fairman

Diverse British bedfellows

William Packer reviews exhibitions at Agnew and David Messum

odern British is a blanket term of ample generosity that covers in apparent comfort the most diverse bedfellows. The foot of the bed is set somewhere around the onset of modernism some 100 years or more ago, but the fringe of the bedspread may well fall beyond it towards the floor. And as for the other end, where we pull it towards us to tuck under the chin, that line too is infinitely adjustable

and shifts ever nearer.

The rough rule is that any artist active in that time may climb in beneath it just so long as he is dead. But with the blanket currently trimmed to fall either side of 1960, or thereabouts, actual death becomes the banks a grelification, one hardly cares 1960, or thereabouts, actual death becomes too harsh a qualification: one hardly cares to describe the earlier work of those artists happily still with us as that of the living dead. Modern British Art is what you say it is, rolling over the while and giving the bed-clothes another hearty tug. Only never be surprised at what you discover, nor astonished by whom you surprise.

Quite what foreign collectors make of it all is hard to say, but with the revival of domestic critical interest over the past 20 years, sustained by a significant number of prescient dealers — d'Offay, Parkin, leave Fine At Society Pyms, Carton Jason, Fine Art Society, Pyms, Garton, Mercury, Piccadilly and many others -the market in Modern British is as active and buoyant as any. Prices climb ever higher, bargains grin at us like the Cheshire Cat, and we are left to regret all our opportunities lost.

The point is well made at Agnew (43 Old Bond Street W1: until December 9) where a strong and various exhibition covers the field, with prints and sculpture besides painting and drawing. It has the nerve to propose 1988 as its later limit, but effectively observes the decencies, and is full of things of the highest quality. Camden Town, Gilman especially, with a rich and close-toned London Street under snow, is strongly represented. So too are Sickert,

Steer and Lucien Pissarro.

A tiny, important and entirely ravishing painting by Gwen John, of a girl sitting model, "went abstract," as the old phrase had it, these many years ago, of which commitment he remains an active and

quietly with her book, has been lent for the occasion. And there are a number of drawings by her brother, Augustus John, supposedly less distinguished, that remind supposedly leas distinguished, that remind us forcibly of his quality. His star perhaps is rising once more, as it should. In the corner on the stairs hangs a half-length portrait of a young woman, as strong and straight-forward in observation as in execution, by William Rothenstein, a painter for too long not so much under-rated as

forgotten.
Such treats continue throughout, a
Wadsworth here, an Innes or a Bevan Wadsworth here, an Innes or a Bevan there, but more intriguing still perhaps, in the light of our preamble, is the work of artists active within the past 50 years, including some still very much alive. There are good examples of Ivon Hitchens in mid career — another artist too easily neglected — late Jack Yeats and early, romantic Alan Reynolds in the orchard, all from the 1950s. The Neo-Romantics get from the 1950s. The Neo-Romantics get stronger by the week, among them Minton of course, and Michael Ayrton. Keith Vaughan and John Craxton are represented by work of the 1940s and both are currently undergoing significant critical revival with Craxton, at least, alive and active at a mere 66 to enjoy the process, as witness his recent show at Christopher Hull. It is good, too, to see William Brooker and Julian Trevelyan, who were so nearly still in the same case. John Piper is perhaps the most conspicuous of the more venerable survivors, but Richard Eurich, Ruskin Spear and Robert Buhler are no less well represented and distinguished in the company. Ken Howard, on the stairs, shows a recent studio interior to maintain the show's technical temporal veracity. But for me the great surprise of the show, and a great pleasure too, is supplied by the large nude from the mid 1950s that commands the entrance gallery, an essay in the reclining figure in the grand manner by John Copnall. For Copnall, though he has continued to draw from the

With British Impressionism; les petits With British Impressionism: les petits maitres (34 St George Street W1: until December 5). David Messum takes this game of categories, which can mean what you want it to mean, a stage further. As a dealer he has been as instrumental as any in re-establishing the market in the Newlyn School of late Victorian and Edwardian times, with its connections in Scottish and Irish painting of the period, which lately has taken off so spectacularly. What more natural then than to follow through to the Georgians, and if the artists grow ever more minor and if the artists grow ever more minor and obscure as their betters are picked off, the work is nonetheless decorative and

attractive. attractive.

If the work does hold together in even the loosest way, the clue lies in the title and the sense it gives of the generalised influence and afterglow of impressionism, though Messum is happy enough to stretch the point with a touch of Bloomsbury post-impressionism from Duncan Grant and Vanessa Bell. To add Frank Dobson, let alone Keith Vaughan Frank Dobson, let alone Keith Vaughan and John Piper, is perhaps to stretch the immediate point a shade too far, but "Modern British" covers all. Do we allow Steer and Matthew Smith, or even Lavery and Laura Knight as mere "petits maitres"? It seems a shade dismissive, though the representation might be in comparativley minor works. Never mind: there are many lovely things, no matter whether the artists are obscure or not -Tuke, Lamorna Birch, Senior, Clausen, Robb and Walcot, Proctor, Harvey and

Finally, a mere mention of the annual exhibition of the New English Art Club at the Mall Galleries (Carlton House Terrace, The Mall SW1: until November 19), which is as dense and mixed as such open submissions always are. But as always there are good things to be searched out with a critical eye - from Bowyer, Howard, Dunstan, Diana Armfield, and so many others: the Modern British alive and well.



"Dorelea" by Augustus John. Pencil on paper, 1910

Solti's Bartók

FESTIVAL HALL

At its half-way point the Bartók series under Solti is certainly proving most rewarding. Although none of this composer's large-scale pieces has fallen into neglect, that does not mean that a retrospective of the right kind has nothing to tell us: Solti, with his lifetime's absorption in this music, is presently ach-ieving just that by taking his listeners beyond the surface attractions of Bartok's style to the deeper emotional impulse that lies below.

In this, the third of the concerts, the only reservation was ironically that the surface detail had not always been given sufficient attention.

Though always vibrantly
alive, the playing of the London Philharmonic fell technically below the best the orchestra had attained of late. Ensemble was less than immaculate and in the almost me-Baroque world of the Third Piano Concerto there was not the clarity of defini-tion that this kind of writing

Nevertheless, a strong and incisive contribution from Dezso Ranki, one of the three Hungarian planists Solti has brought to London for the series, restored the balance. This is not a virtuoso concerto

and Ranki did not play it as such. One might elicit a little more poetry from the score (as Geza Anda used to) but by and large Ranki gave us a fine, idiomatic performance, cleanly articulated with just enough Magyar fire in the rhythms to remind us of the music's roots.

Of that, too, Solti himself brought a generous supply for the two orchestral works of the evening. The concert had opened with a brutally power-ful account of the Suite from The Miraculous Mandarin: not merely a blaze of orchestral virtuosity but a more instinc-tive kind of interpretation, in which the pounding rhythms and unrelenting violence seemed to unleash the very demon spirit from the score.

An unaccustomed strength

ling also informed the

Music for Strings, Percussion and Celesta. That ability to sense the underlying impulse and to build from it climaxes of unsuspected power is a hall-mark of Solti's Bartok and it was heard at its most cogent and compelling in this perfor-mance. If only the strings, in those isolated passages of the first and third movements, had been at one in intonation

Richard Fairman

The 1988 St Louis Opera Theatre season Andrew Porter reflects on the company's strengths and weaknesses

The Opera Theatre of Saint Louis maintained its usual, and successful, pattern this year: six weeks with a Mozart; a new opera; an unfamiliar opera; and a standard opera. The Mozert was La finta giar-diniera, done in the version that Edmund Tracey prepared for the English Music Theatre

Company 12 years ago. The Giardiniera is an unusual *dramma giocos*o, shot through with streaks of vio-lence. Before curtain rise, the hero has stabbed the heroine and left her for dead. In Act 2, a rival has the heroine abducted and carried off into heasts of prey. The stress of emotions drives both heroine and hero mad, and they seek refuge in pastoral and mytho-logical delusions. High passions appear within a conventional opera-buffa framework: the resourceful comic servant wooes the souhrette, while she

sets her cap at the buffo.

All ends happily, of course.

The original setting of the ibretto by Anfossi, in 1774, tuneful and pleasant, was widely performed. When Mozart set the text a year later he went deeper, responding to the strangeness of the stuff with searching and beautiful music — inventive in its vocal gestures barmonies rhythms. tures, harmonies, rhythms, and instrumental colours. Some modern productions -such as Robert Carsen's for the

Park Lane Group, at the Cam-den Festival two years ago have explored those levels. But Nicholas Muni's production, at St Louis, remained on the cosy, amusing level of tra-ditional comic-opera behav-iour, larded by some tiresome stock business with apples, wineglasses, etc. The singing was decent but the singers' imaginations seemed unfired. This version removed the violence, softened the smart. When Violante told how Bel-flore had stabbed her to the heart, she added a gratuitous "I speak metaphorically." Four arias were omitted, and most of the others were abridged.

The "new" opera was not so new but a revival of Barber's Vanessa, 30 years old — and even when it appeared a confection of Strauss, Chaikovsky, and Mussorgsky. Graham Vick (who once worked with Colin Graham on the EMTC Giardiniaro) had devised a wickedly brilliant presentation, exposing the piece for the tosh it is but at the same time ensuring that those who admire it and respond to its synthetic emo-tions would not be disap-pointed. Other aspects of opera in our day were examined, too. The epoch was shifted from "about 1905" to the time of the composition. Where Nicolai Gedda's original Anatol had been immaculate in evening dress, John David De Haan's was a blond stud in studded leather and jeans. Kevin Rupnik's backdrop was the Paris Opera front curtain. The "hungry deer" that "night after night wander weeping through the woods" (as Erika sings in her aria) were present in stuffed representation, under a steady trickle of stage snow. Patricia Wells was a tense, beautiful, but vocally strained Vanessa. Susan Graham was a candid, pleasing Erika. One may question the propriety of marshalling the full resources

of an opera company to demonstrate the shortcomings of a work and of the genre it repre-sents. But it was an intelligent, witty, and very skilful demon-

The unfamiliar opera was

Oberon, in a new version by Colin Graham - one of the many, many attempts to "rescue" Weber's music from the morass of Planché's libretto. And one of the best. There was no such drastic reworking as Anthony Burgess and Graham Vick practiced for Scottish Opera. Planché was severely tidied and abridged, but his basic plot remained. Emanuele Luzzati's bright sets were pretty and picturesque. The show had its proper starting point in British pantomime, with amusing and surprising transformation scenes. Whenever the music began, the linked worlds - chivalric, exotic and supernatural - that Weber conjured up in small space, with delicate instrumental precision, found appropriate representation. Seriousness and mirth were nicely bal-

Oberon is beyond "saving." Ponselle and Martinelli could not keep it going at the Met. It is not only Planche's fault; Weber, despite his reputation, Weber, despite his reputation, was an incompetent theatre composer. Theatre after theatre essays a revival of Der Freischütz, his masterpiece, and quickly drops it. But — like Haydn, Schubert, Schumann, Wolf — he is a failed opera composer whose music is too mod to be ignored one too good to be ignored, one whose music brings rich rewards. As did this Oberon. Nova Thomas, the Reiza, was

a young soprano too ready to sacrifice freshness for volume and "richness." Michael Myers was a brave Huon. But the stars of the show were Cary John Franklin's chorus exact, Mendelssohian in their - and the Sherasmin of James Michael McGuire, who knows how to use words. He was given an extra number, the yodelling song "Mein Weib ist capores," which Weber composed for insertion into the Fischer-Gieseke Der travestierte Aeneas; and he made much of it. John Nelson conducted, alertly for the most part, but sometimes with too loving and lingering a hand over the mar-vels he found in the score.

St Louis' standard offerings are sometimes deeply moving. In the small theatre, young artists, addressing the audience in a language they both share, can make even elderly, jaded critics respond anew to works that they have heard hundreds of times before. La traviated and, last year, Carmen worked upon me thus. But his year's me was a washout. It was a noisy, everyday performance, clumsily staged in ugly scen-ery. The Mimi and the Rodolfo seemed intent on their own performances and not for a moment in love with one another. The Colline delivered the Coat Song as if it were a

Boris monologue.

As a blunder, a miscalculation, this Bohème could be forgiven — provided that the St Louis directorate felt properly ashamed of it. In so far as it represented a capitulation to what, in so much of America. passes, with 'applause, as "opera," it was deplorable.

November 11-17

on the run, pursued by the King's detective. (496 0600).

Weshington Opera: Opera House, Kennedy Center. Nelly Miricioin takes the role of Violetta Valery in John Copley's production of La Traviata conducted by Guido Ajmone Marsan. Placido Dom-

ingo continues as Mario Cavara-dossi in Tosca in Cian Carlo Menotti's production

Menotti's production conducted by Rafael Fruhbeck de Burgos with Andriana Morelli as Floria and Justino Diaz as Baron Scar-pia. (254 3770).

Washington

The School for Scandal

THEATRE ROYAL, BRISTOL

Sheridan didn't put any nice people into The School for Scandal, apart from Maria. Some of them do sympathetic things; we may like Sir Oliver when he forgives Charles for not selling his portrait, per-haps, but he was busy tricking him at the time. The truth is, they are a terrible lot, and this why they are funny. There is no need to point a social moral, as Jonathan Miller did at the National. Rich or poor, they are ill-natured, deceitful and

Les Waters, in his able production for the Bristol Old Vic. is prepared to rely on Sheridan for the laughs and on has an excellent company, from bottom (Darren Tunstall's Trip, Jonathan Tafler's Snake) to top (Jemma Redgrave's Lady Teazle). Annie Smart's designs are simple, with a minimum of furniture, but ready to surprise us if necessary, with Charles's bookshelves and portrait-collection sliding on from the wings as they might have done in Sheridan's day. What we have to entertain us is the words and the acting.

The opening coven of slanderers and slanderesses are a frightful crowd, Cecily Hobbs's Lady Sneerwell conducting them with a lethal amalgam of breeding and ill-breeding. Particularly witch-like is Meera Syal's Mrs Candour, gushing her stream of misinformation like a football commentator. How Emma Hewitt's pretty, innocent Maria stood it as long as she did, heaven knows. There is no suggestion that Jemma Redgrave's Lady Teazle is better than the rest when we

catch her with this set. She has the advantage of her Redgrave height and her "remarkably elegant turn of the head," a head topped with handsome red hair that Mrs Candour must have longed to comment on. She is restrained, by the surrounding standards, and her barbs are general rather than personal ("true wit and good nature are so near akin they can never be united"), but she is horrible at home with defenceless Sir Peter ("with what a charming air she contradicts"), and her reformed persona can't be more than skin-deep.

Kenny Ireland's well-devised is a silly, gullible old thing, but generally good-natured. Sir Oliver (Toby Salaman) looks like a retired colonial administrator, wiry and positive (I bet he was a slave-trader); he allows himself to be talked into posing as Premium and Stanley, but is too proud to put extra amateur acting into his

Of his two nephews, Ian Reddington's Joseph is always cool and polished, and Sean Murray's Charles always bright and go-as-you-please, even if his parties aren't (and he might run un some more he might run up some more debts at his tailor's). "Here's to the maiden" is given a Wig-more Hall sort of performance, so no one joins in the toasts with much enthusiasm.

But there is plenty of enthusiasm in the general display of polished ill-will and contrived forgiveness. I enjoyed it

B.A. Young

The FT Arts Lecture

What put the Sir

in Sir Walter Scott?

It has been commonly assumed that Sir

Walter Scott was given his knighthood for services

However, there is a school of

thought which is puzzled by his constant

publicising and praising of The Glenlivet

single malt whisky. It is mentioned frequently in his writings.

The Glenlivet® was also the

Monarch of that time's favourite

whisky. It was said "he would

we should be told.

drink nothing else".

Is there a connection
between these two facts and
his knighthood? I believe

The Glenlivet

_ 12 years old single malt whisky.

Lecture this year will be given by David Puttnam, one of Britain's most active film pro-ducers, responsible for Mid-night Express, The Killing Fields, The Mission, Local

Hero, etc.
The lecture will take place in London on Wednesday, November 30, at 7pm at the Barbican in Cinema 2. A limited number of free tickets are available to FT readers (maximum of 2 per application).
For tickets, send a stamped addressed envelope to: Riki Chardaria, Arts Lecture Spe-cial Offer, Public Relations Department, Bracken House, 10 Cannon Street, London

ARTS GUIDE

OPERA AND BALLET

Royal Opera, Covent Garden.

Massenet's Manon, a new produc-tion, by John Cox, in the 1987 designa, by Peter Rice, Further performances of the beautiful. Nuria Repert production of Madama Butterfly, with Cather-ine Malittano.

Opera. Raymonda, Glazmov's 3-act ballet, choreographed and produced by Rudolf Nureyev, with Laurent Hilaire/Charles Jude/Manuel Legris/Jean-Yves Lormeau and Rudolf Nureyev alternating as Jean De Briemne (47428571).

Volksoper. Die Fledermans and Bin Walzartraum are both con-ducted by Rudolf Bibl. Der Bar-bler von Sevilla, Der Zigeunerpa-roh, Madame Pompadour and Thomas' Mignon are also due for performance this week.

Bertie:
Deutsche Oper. Karajan's production of Der Troubadour is conducted by Stefan Soltez. The Ring cycle revived by Götz Friedrich starts with Das Rheingold with Hanna Schwarz (Fricka), Lacy Peacock (Freia), Jadwiga Rappa (Erda), Robert Hale (Wotan), Ekkehard Wiaschina (Alberich). Die Walkfire with Karan Armstrong (Sieglinde), Gwyneth Jones (Brümhilide) and Peter Hofmann (Siegmund), and Siegfried with Gwyneth Jones (Brümhilide) Toni Krämer (Siegfried) and Jadwiga Rappa (Erda). Also in repertory, Die Zauberflöte and Notre Dame de

Paris choreographed by Roland

Stantsoper. Dormröschen is cho-reographed by John Neumeier. Cav and Pag is the highlight of the week with Gallina Sayova. The ballet Hamburger Impromptu die Stühle choreo-graphed by Maurice Bejart nds off the week.

Opera. Die Frau ohne Schatten, produced by the late Jean Pierre Ponnelle but finished by his assistant Jutta Glene, will have its premiere this week with Robert Rodalvy, Don Pasquale features Camillo Meghor. Also Ein Sommermachtstraum.

Opera. Norma stars Rosslind Plowright, Florence Quivar and Lando Bartolini. Der Nüssknacker is choreographed by

Frankfurt

Opera. Last performance of John Cage's Europeras I & 2, which tries to show a view of 200 years of opera history with the help of computers. Rigoletto has fine performances by Michal Shamir, Vincent Cole, John Rawnsley and Anny Schlemm. Il Barbiere di Siviglia is a well done repertoire performance. Fidelio is respectable with Luana DeVol. Amsterdam

Muziektheater. The National Ballet with a programme of bal-lets by resident choreographer Toer van Schayk: a new ballet

Seventh Symphony (Beethoven) and Mythische Voorwendsel (Bartok) (Until Thur) (256 455). Theatre, Lincoln Center. The season ends with Sigmund Rom-berg's The New Moon, an oper-etta of a fugitive revolutionary

The HagueDanstheater. The Netherlands

Dangtheater. The Netherlands Opera co-production with the English National Opera of Moz-art's Magic Flute (in German) directed by Nicholas Hytner. The Netherlands Philharmonic under Donald Runnicles, with Hans Peter Blochwitz. (Wed) (60 69 50)

Testro Commale. Tchsikovsky's Nutcracker, choreographed by Evghent Polyakov, danced by Elisabetta Terabust, with Eric Vu-an, and conducted by Evgh-eni v. Kolobov (Wed, Thurs)

New York

New York City Opera, State

Lyric Opera. Ingvar Wixell has the title role in Jean Pierre Ponnelle's production of Falstaff, which features Marilyn Horne as Dame Quickly, Jerry Hadley as Fenton and Wolfgang Brendel as Ford, with James Conion conducting. Samuel Ramey takes the title role as Don Giovanni in Jean Pierre Ponnelle's production conducted by Semyon Bychkov, with Carol Vaness as Teatro Regio. Sylvano Bussotti's production of Ponchielli's La Gioconda opens the winter sea-son, with Bruna Baglioni. (Thurs, Sun, Tues.) (548.000). Rome
Teatro Dell'Opera. Season opens with Filippo Sanjust's production of Donizetti's Polluto which has not been performed in Italy since Maria Callas sang in a different, but highly successful version at La Scala in 1960. This revised version by William Ashbrook and Federico Agostinelli follows closely Donizetti's autograph edition and is conducted by Jan Latham-Koenig, with an excellant cast led by Renato Bruson. Bychkov, with Carol Vaness as Donna Anna and Kerita Mattila as Donna Rivira. Civic Opera House (3322244).

Bayerische Staatsoper, from Munich, conducted by Wolfgang Sawallisch. Arabella, with Lucia lent cast led by Renato Bruson, Elizabeth Connell and Nicola Martinucci (Today) (46.17.55).

Popp. Anna Tomowa-Sintow, Thomas Allen (Today), Cosi fan Tutte with Peter Schreier, Theo Adam, Trudeliese Schmidt, Julia Varady, Julie Kaufmann (Thurs) (283 \$969).

SALEROOM

The subtle smiles of Siva

and Thai sculptures, dating from the 9th to the 14th centuries and acquired mainly from London dealers in the last decade by an American living in Europe, sold for £1.1m at Sotheby's yesterday. They are of the finest quality but of unknown provenance, so some of them might have been smuggled to the West in recent times.

The top price, and an auction record for an Indian or Far Eastern sculpture, was the £319,000 paid for a five headed Khmer bust of Siva, each face with its own subtle smile, carried in gray sandstone It carved in grey sandstone. It dates from the around 900 AD, and was re-assembled by the vendor who found the missing fifth head in the US. The price was at the top end of the esti-

A Swiss collector paid 2209,000 for a small Khmer figure of a kneeling male deity of the late 10th century (top estimate 280,000) while a 48 inch high standing figure of a four armed male deity, probably Vishnu, made the same sum. Sotheby's is only to another out. Sotheby's is quick to point out that all these figures come from an earlier period than the famed Angkor Wat temples in

Kampuchea which date from the 12th century. A large bronze Thai figure of Buddha of around 1200 AD, from the collection, was within

A collection of twenty Khmer estimate at £71,500. All told the auction made £1.6m, with 16 per cent unsold.

> Sotheby's reckons that it is about time we appreciated Russian art, especially the work of the painters of the 19th cen-tury. Its sale yesterday morning made a start with a total of £442,156 but with over 20 per cent unsold. Chris Beetles, the London dealer, paid £59,400 for a portrait of the famed prize giver Emmanuel Nobel by Serov, perhaps the most famous Russian artist of the period, but an atmospheric view of "Moonlight over the Crimean coast," by the famed Aivazovsky, who in his day commanded prices equal to those of Rembrandt, only realised £20.350.

It was a big day for the the art market across the North Sea with a record price paid at an auction in the Netherlands of 2,137,500 guilders (£599,296). It secured for Baskett & Day, the London dealers, a drawing by Pletr Jansz, Saenredam, the 17th century artist most famous for his views of churches. It shows the interior of the Great Church in Haarlem, and is one of only a hand-ful of drawings by the artist still in private hands. It is destined for the Getty Museum in Malibu, California.

Antony Thorneroft

THE THE PARTY OF T

a-specific

careasing,

gramme of

აერიი!09)

with the

Markens!?

and Lore

7 57 B. B.

4.25

BRACKEN HOUSE, CANNON STREET, LONDON EC4 P4BY Telegrams: Finantimo, London PS4. Telex: 8954871 Telephone: 01-248 8000

Tuesday November 15 1988

The next step in Ulster

THE Anglo-Irish Agreement, which has its third anniversary today, cannot be said to have been a self-evident success. It has failed to take a large number of people with it notably the Ulster Unionists, but also sections of British opinion which are either hostile or indifferent. Even the mainly Catholic Social and Democratic Labour Party in Northern Ireland, for whom the agreement was partly devised, has sometimes declined to show much enthusiasm. The support for the agreement from the British and Irish Governments has

also had its ups and downs.

Article 11 provides for a review of the workings of the agreement at the end of its third year. At one stage it looked as if even that exercise would be perfunctory. Now it seems that some serious business could be done in the next few months. There will be a series of meetings between British and Irish ministers and officials, and also further attempts by Mr Tom King, the Northern Ireland Secretary, finally to bring in the Union-

For the exercise to be effective, it is necessary to recog-nise some of the mistakes of the past. The agreement has not achieved all that it might have done, primarily because it has failed to attract the Unionists. Yet the Unionists should realise that all previous British attempts to achieve a settlement in Northern Ireland ran into the ground because of the intransigence of the Unionists' own leaders. It was therefore not surprising that the British began to take a wider view.

Broader horizons

There were other reasons for both London and Dublin to broaden their horizons. Britain and the republic are members of the European Community, where they talk to each other about all sorts of wider issues. It would be an anachronism for the two Governments not to be on close speaking terms.

There was also security. Cooperation between London and Dublin on defeating terrorism remains less than ideal, but it is much better than it was. Anyone who doubts that should ponder how much worse the situation might be if the British and Irish security forces had not begun to work more closely together. They may notice, too, that the London-Dublin agreement has made it easier to achieve inter-national support in the battle to deprive the IRA of supplies.

Still, there are defects which go beyond the failure to bring the Unionists on board. One of them is excessive concern by the British Government with security matters almost to the extent of neglecting other parts for example, promised eco-nomic and social development in areas that had suffered most from the troubles. That has not always been forthcoming. There remain Catholic ghettos which would be recognised as extreme inner-city problems

The biggest failing of all must be shared between London and Dublin. It was the reluctance to follow up what must be a seminal agree Some excuses may be advanced. Mrs Margaret Thatcher signed it with Dr Garret FitzGerald, not Mr Garret FitzGeraid, not Mr
Charles Haughey who subsequently became Irish Prime
Minister and with whom Mrs
Thatcher had fallen out in the
past. Mrs Thatcher may also
have entered into the agreement mainly because of her
concern about security and her
irritation with the Unionist irritation with the Unionist leaders, and have forgotten the long term reasons why the agreement is the only way forward. Possibly, and uncharacteristically, she underestimates her own influence. She has only to give a nod or a wink to encourage the Unionists to stay out of it and her own backbenchers to oppose it.

Independent chairman

That could be fatal. The best step forward now would be for Britain to appoint an independent chairman of a conference of the political parties in Northern Ireland. Two analogies would be Lord Carring-ton's chairmanship of the Lan-caster House conference on Rhodesia-Zimbabwe and Dr Henry Kissinger's shuttle in the Middle East. There would be a deadline for the parties settling terms on implementing the agreement's provisions for devolution in the North. But it should be made clear at the start that co-operation between London and Dublin will go on. The deadline would be closely tied to the conclu-sion of the review of the workings of the present agreement in (say) next March. There would then be a summit meeting between the two Prime Ministers which would reaffirm the Anglo-Irish Agreement as the cornerstone for future developments.

It will be difficult to find a chairman of sufficient stature, hard to persuade Mrs Thatcher to accept this approach and none too easy to bring in the Unionists. Yet the long term consequences of letting the agreement wither on the vine, doing nothing very much about a political settlement in Northern Ireland and letting the Unionists effectively opt out are even less enticing. The agreement was a useful first step. We now need a decisive lean.

ike a space traveller who discovers life on a strange and distant planet, Japanese industry has recently been surprised by signs of renewed economic vigour in Western Europe. And it is rushing to investigate further.

Since the late 1970s, Japanese businessmen have often castigated Europe as a constipated low-growth society falling behind the rest of the industrialised world. They have been correspondingly reluctant to invest there: East and West Europe together account for a mere 15 per cent of Japan's foreign direct investments, less than the US, Asia or Latin Amer-

The recent change of attitude owes much to a surge of interest in the European Community's plan to create a single market by 1992. Though many Japanese executives are still unsure what to make of it and sceptical about Europe's longer-term pros-pects, they plainly feel they cannot afford to be left out of the action. Leading companies have been dis-secting the 1992 proposals in minute detail and are setting up departments to plan and co-ordinate their European strategy. Toyota, Japan's biggest manufacturing concern, says deciding how to tackle the European car market has become its top priority.

EC governments say their seminars

in Japan on investment opportunities are attracting a record turn-out, including large companies which already have European operations and small firms with little international experience.

"In the past few years, there has been a sudden swing from Euro-pessimism to Euro-optimism," says Dr. Hajima Ohta, a senior international economist at the Keidanren, the employers' federation. "For Japanese businesses, Europe is one of the choices they have to make to survive."

vive."

How that choice is exercised will have important consequences for Japanese companies' ambitions to transform themselves into global enterprises with a broadly based worldwide presence. It is also becoming a key element in the EC's own decisions on how to implement the single market programme, particularly on the exter-nal trade front.

The 1992 plan happens to coincide with a shift in business objectives spurred by rapid structural change in the Japanese economy. For the moment, most companies are preoccu-pied with increasing their share of booming domestic demand. But many are also aware that to safeguard their prosperity, they need to start laying firm foundations for longer-term international expansion.

The high yen and foreign trade bar-riers are already prompting a shift to offshore production bases and components sourcing, primarily in Asia. Though less than 2 per cent of Japan's manufacturing capital stock is estimated to have gone overseas so far, its foreign direct investment is rapidly accelerating. In the three years to last April, it almost doubled to reach \$139.3bn (£76.7bn).

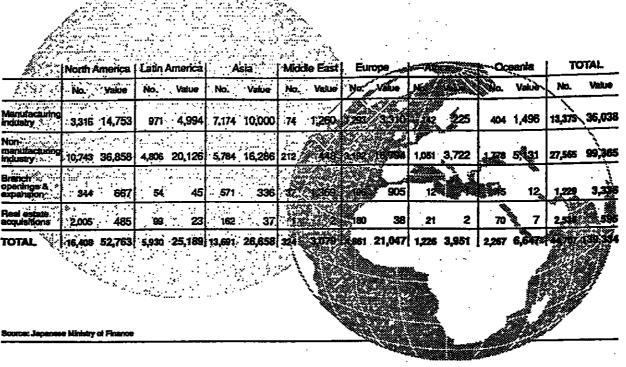
The trend is expected to continue, for other reasons as well. Many Japanese companies are finding that, as they gravitate to more sophisticated

and complex products, they require a more intimate understanding of cus-tomers' needs which can only be gained by having a presence on the ground. The process is generating its own momentum. Decisions by all Japan's car makers to manufacture in the US have prompted more than 130 of their parts suppliers to follow suit. Furthermore, large international trading companies such as Mitsuhishi Corporation, which spearheaded Japan's early export thrust, are now being obliged to hunt for new sources of business overseas. "In all areas, our customers are diversifying and building their own networks overseas, so our traditional functions are eroding. We have to become more aggressive internationally," says Mr oshihiro

Guy de Jonquières reports on Japanese attitudes to Europe and 1992

Japan's foreign direct investment

Cumulative to April 1987 (in \$ million) .



Wary approach to the single market

ing at Mitsubishi. It has already bought manufacturing businesses in the US and Canada and is forming a company to invest in Europe.

Most Japanese companies have yet to determine, however, just how big a commitment to make to Europe when there are so many competing opportu-nities elsewhere, not least in Japan's home market. Their decisions will hinge on the following questions:

 How far will the single market programme get and how much will it contribute to faster growth and stroner demand in Europe?

 What restrictions and conditions is the EC likely to place on Japanese companies in the future, both as exporters and as locally established The Ministry of International Trade

and Industry (Miti) thinks that, although the single market programme is unlikely to be complete by 1992, it will have advanced a long way. "We see European integration as meytable, as part of the flow of history," says a senior Miti official, who cites the recent pick-up in EC growth rates and capital investment as evidence that the process is accelerating. However, executives of many Japa-

nese companies, which have yet to see much profit on direct investments in Europe, are less convinced. "Europe is very important, but conditions for doing business there are difficult. Our results are not up to our expectations or priorities," says Mr Akio Tanii, president of Matsushita Electric, Janan's biograph electronics company Japan's biggest electronics company, which first set up in Europe in 1962. None the less, it plans to increase its investments there.

The most potent factor influencing investment decisions is fear of a Fortress Europe. "The EC will close its market and protect its own," says Mr Shinichi Yufu, executive vice president of Mitsubishi Electric. "We should come in as insiders. Now we are all looking for good countries to

The sense of urgency varies between companies. But Japanese fears have been intensified by the

The most potent factor influencing Japanese investment decisions is fear of a Fortress Europe after 1992

EC's more aggressive use of antidumping policies, talk of trade reciprocity and demands by European countries for mandatory local content rules for Japanese assembly plants.

Many of these obstacles are viewed as problematic but manageable. The anti-dumping threat, for instance, is thought by Miti to be receding as Japanese exporters graduate to products which compete more on advanced technology than on price. One official even forecasts that Japanese compa-nies will be the prime target of only one more EC dumping case, over compact disc players. While Japanese companies are

unhappy about enforced local content standards, most agree they could meet them if given sufficient time. Nissan has achieved a 70 per cent iocal content ratio at its UK car plant, only two years after starting production there, while Matsushita's vacuum cleaner plant in Spain buys 80 per cent of its components locally.

More worrying is the widespread suspicion that the EC will not set fixed rules, but will keep changing them arbitrarily to frustrate Japanese competitiveness. Many companies local content ratio at its UK car plant,

competitiveness. Many companies fear the real crunch will come after 1992, as weaker European competitors rush to Brussels or national govern-ments for shelter from fiercer compe-

They also expect nationalism to increase inside the Community. Indeed, the dispute over exports of cars from Nissan's UK plant to France is being followed closely as much for what it says about European govern-ments' attitudes towards each other as for what it reveals about EC sentiment towards Japan. Recause few Japanese companie

have bothered to analyse Europe's political and social complexity in detail, they have tended to assume that most national differences were technical or regulatory. Discovering how far Europe's diversity is also underpinned by contrasting cultures and traditions has been a revelation to them.

These uncertainties have encour-

aged a wary approach, which pays keen attention to political considerations. "Japan has become so impor-tant that Japanese companies should expect a political reaction to whatever they do," says Mr Hideo Ishihara.

managing director of the Industrial
Bank of Japan (IBJ).
Local sensitivities have aiready
caused car makers such as Toyota
and Mitsubishi Motors to rethink plans for setting up production in Burope. They seem reluctant to press ahead with large-scale assembly plants, which could increase excess capatity and are studying less embicapacity, and are studying less ambi-tious alternatives, possibly in collabo-ration with European partners.

"We have to make sure we can con-

tribute to strengthening the competitiveness of the European motor industry," says Mr Tsutomu Oshima, executive vice president of Toyota.

By no means can we just intervene in the market without paying attention to the local environment." Joint ventures and alliances with European firms are fast gaining popularity as the safest option. Several companies already have such arrangements — they include Fujitsu and ICL in computers, Honda and Rover in cars and Matsushita with Grundig and Bosch in consumer electronics - and others are keen to follow suit.

Mitsubishi Heavy Industries (MRI) is discussing collaboration with saveral European companies including eral European companies including British Aerospace, Italy's Aeritalia and West Germany's MBB in aviation, and France's Framatome and the Swedish-Swiss ABB group in power engineering. "We want strategic relationships with strong companies which will be the winners in a fight for the European market," says Mr Nobuichi Tsuruoka, an executive vice president of MHI.

Decisions on plant location are also

Decisions on plant location are also increasingly influenced by the desire to minimise risk. Unlike US multinational companies, which have tended to concentrate their European production in a few big factories, many Japation in a few big factories, many Japanese manufacturers say they favour networks of smaller plants. Economies of scale may suffer, but dispersing investments in several countries is widely considered a sensible precaution because it diffuses the threat of political reprisels. "It is going to be impossible to have just one or two big plants in Europe because of local hostility," says Mr Katsutano Kataoka, chairman of the components maker.

chairman of the components maker, Alps Electric.

The Nissan dispute and Mrs Thatcher's well-publicised views on EC integration have reinforced this caution. Britain is widely regarded by Japanese executives as a hospitable location. But some express concern about investing too much there because they fear political friction between the UK and its neighbours could jeopardise their access to the rest of the EC market. West Germany

rest of the EC market. West Germany is sometimes cited as a safer choice. Similar misgivings are voiced by some large Japanese banks. Though they believe the City of London is likely to remain Europe's foremost financial centre, several have quietly begun putting down roots elsewhere in the EC. "It's an insurance policy," says Mr Ishihara of IBJ. "Mrs Thatcher may go her own way, so it's important to have a continental foothoid."

The main reason for the banks European diversification is acute uncertainty about how regulations will operate in a unified financial market. Japanese banks also believe that, by setting up full subsidiaries in major countries now, they can present any more by the EC to restrict empt any move by the EC to restrict their geographic operations in the future.

Some of the Japanese businessmen's wilder fears may prove exag-gerated, reflecting political naïvety and a shortage of experience in deal ing with the outside world. But until they feel the ground firmer beneath their feet, "safety first" will remain

the watchword.

Their cash-rich companies may possess a "wall of money" ready to sweep across the world. But for the foreseeable future, most seem intent on building up their presence in Europe gradually, a brick at a time. and i.

Reciprocity in the Middle East

THE PALESTINIAN Arabs have suffered repeatedly, in the history of their conflict with Zionism, from the fact that their leaders made impor-tant concessions too late to reap much benefit. There is a danger that that may happen again, thus lessening what otherwise ought to be seen as a constructive endorsement by the Palestine National Council in Algiers of Security Council

Had this step been taken in the summer of 1977, it would undoubtedly have opened the way to Palestinian participation in the Geneva peace con-ference, with the support of the US, and possibly to the eventual formation of an indepen-

dent Palestinian state.
Today it may well not be enough. Although the Carter Administration regarded Resolution 242 (which calls for Israeli withdrawal from territories occupied in 1967 and ries occupied in 1967 and affirms the "sovereignty, terri-torial integrity, and political independence of every state in the area and their right to live in peace within secure and recognised boundaries") as an adequate test of acceptance of Israel's right to exist, the Reagan Administration wants the Palestinians to recognise Israel explicitly and to renounce violence. The debate in Algiers continues, but it is unlikely to go beyond a reaffirmation of Mr Yassir Arafat's 1985 Cairo Declaration renouncing terrorism, which covered violence only outside the Middle East. In 1977 the Palestinians faced a newly elected rightwing government in Israel led by Mr Menachem Begin regarded as a rigid opponent of

any territorial compromise.

But later that year President

Sadat went to Jerusalem, and

Mr Begin's signature on an agreement to withdraw from all occupied Egyptian territory. Today the situation looks at least equally unpromising, with rejection of the Palestine Liberation Organisation and of an independent Palestinian state almost the only common ground among the Israeli par-ties. Yet Sadat's example should remind the Palestinians that Israeli politics can be transformed by a really imaginative Arab gesture, especially if followed up by an intensive American diplomatic effort at the highest level.

Danger of conflict

It would be unrealistic to expect any breakthrough in Middle East diplomacy from the lame-duck Reagan Administration between now and January, especially as it may take most of that time for Mr Shamir to form a new Israeli government (assuming that he succeeds in doing so at all). But "Brother Bush", as Mr Arafat has rather quaintly called him, could do worse called nim, could do worse than devote some serious thought to Middle East policy before taking office. The Palestinian uprising is clearly not going to be easily suppressed, and there is a real danger that the methods used to suppress it could provide a part Arable. it could provoke a new Arab-Israeli conflict.

Accepting Resolution 242 was never going to be easy for the Palestinians and, for this reason alone, should not be lightly dismissed. Explicit rec-ognition and renunciation of violence are indeed desirable violence are indeed desirable, but should be reciprocal: that would be a good principle on which a fair-minded US administration could base its policy.

Sotheby's Anyone looking for a plot for a thriller could do worse than dig into Sotheby's sale of 20 Khmer and Thai sculp-

Koizumi, general manager for market-

tures yesterday which brought in £1.1m for their mysterious owner. It was odd for Sotheby's to get such a collection objects in this specialist field are usually sold privately, to such keen collectors as Avery Brundage and Norton Simon.

Mystery at

An auction usually means that the seller wants his money quickly. Dealers recognised the items - one of which, a five headed bust of Siva, sold for a record £319,000 as among those bought in the last few years by a Mr Kreiling, an American living in Switzerland who had deal-ings with the Middle East. But he was not believed to be the

vendor. He built up his collection as an investment, buying many of the sculptures from the Crawley brothers, the sons of Aidan Crawley, who were killed recently in a plane crash in Italy. A business disagreement precipitated the rapid dispersal. As for the origins of the pieces, no-one doubts that some, at least, had been hacked off temples in Kampuchea both by the Khmer Rouge and their victims during the Pol Pot trauma. As one dealer said yesterday: "When you are starving and have to flee your country, you do not worry too much about art history." In fact, you take it with you.

African cheer ■ Remarkable optimism keeps coming out of Southern Africa. Denis Worrall, the former Ambassador to Britain and now leader of South Africa's Independent Party, was in Lon-don last week and talking about breakthroughs all over. He expects a general election in April and a total shake up

OBSERVER

of South African politics. Yes-terday Lynda Chalker, Minister of State at the British Foreign Office, came back from an 11 day tour of the front line states and said it was the best she had ever made. People were no longer talking about economic sanctions, but the economic future. And of course there are the peace talks on Namibia which look close to success. Perhaps a corner really is being turned.

Mansfield goes

■ There was a paradox about Mike Mansfield, the retiring US Ambassador to Japan. A whole generation of Europeans grew up believing that one year his annual resolution in the US Senate calling for a reduction of American troops in Europe unless the Europe-ans did more for their own defence would be passed and that Europe would be up the creek without a paddle. Some defence experts believed that Mansfield was only the thin end of the wedge: future Sena-tors, they thought, would press the same kind of resolution even harder. Yet in 1977 Mansfield took up his post in Tokyo and Mans-

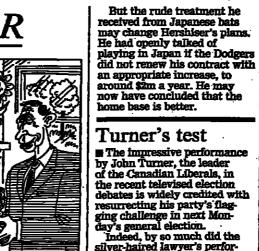
fieldism went out of fashion, though it may come back under President Bush and a Democratic Congress. The paradox is that he never applied the same approach to defence spending to Japan. He thought that the Japanese were doing enough and that it would be dangerous to encourage them to do much more. Perhaps he was just very wise. He retires at the age of 85 and was the only American Ambassador to have remained in the same major post throughout most of the Carter and Reagan



Pitch and toss ■ The phenomenon of the last American baseball season was Orel Hershiser 4th. He is the Los Angeles Dodgers pitcher who reduced hitters to displays of incompetence unprece-dented in the annals of the Thus it must have shocked

America to discover that Her-shiser was treated with less than reverence by Japanese opposition on a recent tour by a US all stars team. His earned run average, the ulti-mate statistic determining a pitcher's effectiveness, was 15 times worse in his appearances in Japan than it was over the last two months of the US season.

He did not necessarily fare worse than his colleagues. The US side narrowly won the series by three games to two, with two draws (only in Japan, which believes in equitable division of the spoils and going to bed reasonably early, are draws possible.) This is the closest the Japanese have come to beating a touring US



the recent televised election debates is widely credited with debates is widely credited wit resurrecting his party's flag-ging challenge in next Mon-day's general election. Indeed, by so much did the silver-haired lawyer's perfor-mance exceed expectations that — in the words of one bright spark in the Ottawa rress corns — the rival Conse press corps - the rival Conser vatives should have insisted on a drugs test. The reference, of course, is to the Ben John-son affair at the Seoul Olym-

pics. Anyway, it now seems quite likely that Turner will

Time for tears

■ Han Yong-ja, the lady who paid more taxes than anyone else in South Korea last year and made her money out of producing tear gas for the country's riot police, is giving up the business. Han's earnings in 1987 were 5.2bn won. She paid tax of 2.8bn won (about \$4m). She said yester day that she was filled with remorse at the number of students injured by the gas and will now be doing something

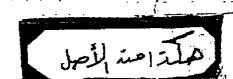
Peking chicks

■ Which of the 7,700 Kentucky Fried Chicken outlets sells more chickens than any other? The answer is the one in Peking, which seats 510 people and has annual sales of \$3m, the company said yesterday.

YOUR VERY OWN **MOTORWAY...** ACCOMPANIED BY THE HALLE ORCHESTRA West Lancs with its towns of Ormskirk and Skelmersdale connects nationwide via its own M58 motorway linked to M6 and M62. Only 30

M58 motorway anked to Ivio and Ivio2. Only 30 minutes from Manchester's Halle Orchestra and Liverpool's Northern Tate Gallery – and from the UK's second largest population concentration – West Lancs greenfield sites offer pastures new to industry and commerce. PLUMB IN WEST LANCS

I would like to know more. To: Fred McClenaghan The West Lancs Project 1 Westgate Pernylands Skeimersdale Lancashire WN88LP Tel: 0695 50200 Fax: 0695 50112 COMPANY ADDRESS



net exports.

Administration and Congress to take significant steps to cut

the budget deficit, the effect on US economic growth would be

economic facts of ordinary stu-

dents' lives. It seems not to grasp that financial difficulties

can only deter provident stu-

higher education must be our objective — for the sake of the economic future of the nation

if for no other reason. Yet it is becoming easy to understand the widespread belief that the

Government wishes only to improve the competitive position of children of the

well-to-do. Indeed, it is becoming quite hard not to share that belief.

A.D. Linfoot,

If an archangel appeared.

From Mr Robert Sutherland Smith.

Sir, Your survey of British industry (November 4) found

that 64 per cent of companies questioned saw financial institutions as short term, failing to make a long term strategic evaluation of their company.

—I remember a time rut so

L remember a time not so fong ago, when some TK com-panies had an unhealthy ten-dency to regard shareholders

as sleeping partners with only

a limited entitlement to infor-

mation. I have witnessed a

beneficial transformation - in

the long view, to the advantage

tendency for professional fund managers to take an increas-

ingly short term view.
If the Archangel Gabriel

appeared to an average invest-ment manager in his sleep, and demonstrated — with divine

powers of analysis - that a

particular company was doing the right thing for its highly profitable future, adding a pro-phetic codicil that the share

would under-perform the all-

share index for two years, then

the investment manager (being

rational) would not buy the

shares, and might even sell

course that a tip from the

would have been the sole mem-

ber state in the European Com-

munity (EC) to accept a rise of customs duty for bananas from

zero to 20 per cent. The EC single market,in

1992, needs a common regime for bananas. There is a danger

that a considerable increase in consumer prices in the Federal Republic of Germany will

occur. Already, an increase of customs duty for bananas to 10

per cent represents additional

consumer expenditure of about

That is why the German banana-importers asked the German government, in a memorandum, to make every effort to achieve a liberal solution for the rigid market in

tion for the single market in

bananas after 1992 and, at any

rate, to prevent a market regu-lation with unnimum prices.

Such a system would not only affect EC consumers, with

substantial price increases, but would also have a severe com-

mercial and political effect in relations between the EC and the Latin-American countries.

But there is a regrettable

of company efficiency.

As you say, wider access to

LETTERS

The problem is the US current account deficit

From Mr Patrick Foley.
Sir, Samuel Brittan ("Time to untwin the US deficits." November 10) is of course right when he says that there is no clear relationship between gov-ernment budget and oversess

VI JUNEABER

The state of the s

1.4500 E

المراجع الماسية

The state of the s

ع بين ۽ س

The Original

A STATE OF THE STATE OF

A was fing egg

ं वा बाह्य

\$ 0.00mm

oral states

ri in limbigot

3 17 2

MMO YS

IED BY THE

CHESTRA

WAY...

Jan to the

a salahin

್ಟ್ 'ಎಸ್ಟ್ ಮಿಡ್ಡ್ ಪ್ರಕರ್ಣವ

is inclien

trade deficits.
While the link is generally a weak one, however, it is likely to be much stronger in the one important reason for this is that the US economy is now near capacity limits. With the economy already at full stretch meeting existing

It is surely the current account deficit, rather than the Tough on provident students

dents.

The Registry, The University

Canterbury, Kent.

From Mr A.D. Linfoot.
Sir, The final paragraph of your leading article, "The future of student loans" (November 10) is very wel-

As you rightly say, students (like the rest of us) can only spend their money once, and the proposed loan seems required to cover several things simultaneously: the frozen grant; students' existing overdrafts (currently averaging over £300 a year); the with-drawal of social security benefits - not to mention 20 per cent of the community charge (poll tax) and rising rents in the private housing sector.

The Government simply shows no comprehension of the

Poor outlook for exports

From Mr Alan Saunders Sir, With reference to Margie Lindsay on Mongolia's trade prospects (November 1), the Anglo-Mongolian round table delegation last autumn, and the London Chamber of Com-merce and Industry delega-tions which followed, were unanimous in encouraging Mongolian government repre-sentatives to increase trade turnover with hard currency

markets, particularly the UK. There are no signs at present on the Mongolian side that they will actually do so, and it is unlikely that hard evidence of intentions will be available before release of the draft of

the next five year plan, 1991-95. This plan will have been coordinated with the Soviet ordinated with the Soviet Union and other Comecon (CMEA) countries. Meanwhile, experts are taking a pessimistic view of Mongolia's export prospects, given the rising cost of machinery imports, stagnation in livestock production and food supply, and the generally poor quality of manufactures.

It was with this in mind that representatives of a number of UK companies went to Mongo-lia to offer inexpensive but efficient, relatively quick ways of boosting veterinary services, crop yields and the diversifica-tion of light industry.

In recent years a large pro-portion of Mongolia's export revenue has come from large opencast mining operations such as the Erdenet copper and molybdenum mine, and from fluorspar for the Soviet steel industry. Limitations are now being set to the development of this field, by the remoteness of new mineral deposits from rail heads, and the terrible damage being done to the environment. Alan Saunders, 37 Kidmore End Road, Emmer Green, Reading, Berkshire.

Stand taken on bananas

From Mr Erwin Stier. Sir, I would like to comment on your article "Banana skins on the path to EC single market," (October 24). Let me congratulate your correspondent in Brussels on

the accurate, readable presentation of this complicated subject. But I cannot admit the statement that the German banana importers have, at the time of the Treaty negotiations and at present, swayed the main political parties through contributions to party funds.
As a member of the delega-

tion negotiating with the German government in 1956-1958, and still today, as speaker for the German banana importers, I can assure you that neither our company not - as far as we can judge - any other importers at any time paid any contributions to party funds or other institutions in connection with the granting of a

Our government, at that time, made a stand for zero-duty on bananas, simply in

price-rise for German consumers. By tradition, bananas in Germany were never liable for customs duty; West Germany

order to prevent a substantial

Mergers Commission in order to protect small local braw-

eries. We received a while ago a similar request from Scottish

& Newcastle Breweries regarding the Elders IXL bid, to

Den Fruchtho

Frwin Stier,

reply:
"Further to your letter of October 27 concerning the hid made by Elders IXL for Scot-tish & Newcastle Brewerles.

"We do not feel that the standards and service can deteriorate further by another takeover as one large erate is about as inefficient as

ate halt to the takeover of small regional breweries (and we mean small as in T.& R. akston and others) then the

character of brewing in this country will be lost for ever". If the flood of takeovers con-tinues, the small entreprepaur so admired by Mrs Thatcher will eventually give up trying.

Green Park Hotel, Harrogate. North Yorkshire.

budget deficit, which is the most important economic prob-lem facing the new Adminis-tration. As Mr Brittan points out, the budget deficit is by no means large when measured demand, any expansion of the public sector's deficit can only be met initially by reducing net exports.

The reverse is also true; any reduction of the budget deficit is likely to result initially in an almost one-for-one reduction in the trade deficit. This also means that, were the new US Administration and Compress. relative to the supply of over-seas savings from which it

must be financed.
It is the current account deficit which promotes instability in foreign exchange markets with knock-on effects in US domestic markets. It is the current account deficit which is worsening trade relations with other countries and raising the

Person power in the law

From Mr Martin Sewell. Sir, We were very pleased to see your legal column covering the issue of flexible working in order to retain capable lawyers (who happen to be female) in the profession (November 7). As you reported our own experience, however, you described Anna Turnbull-Walker as an assistant solicitor with our firm, thereby underplaying the most important

Anna Turnbull-Walker is in fact not only working flexible hours, which is not the same as part-time, but she is also a full equity partner.

My other partners and I see this as an important ingredient in making the arrangement

BE NOT AFRAID -GOT A HOT TIP FOR

LONG TERM

INVESTMENT ...

Archangel Gabriel does not constitute "inside" informa-

out-perform the index, if he

enormous pressure to perform in the short term as well as

kong term. Funds are measured

quarterly; even four quarters

of below average returns can be an embarrassing matter for

an investment management

If there is a problem of

"short termism" among pen-

sion funds, then the solution,

to some extent. lies in the

hands of British companies

themselves.
They would do well to influ-

ence trustees of company pen-

sion funds to take a more

relaxed and judicious view of

performance. Fund managers

should be evaluated in terms of

their longer term performance, and the emphasis taken away

from short term returns, which

are too often used as a basis for dissatisfaction and switch-

ing an account from one man-

agement company to another.

Robert Sutherland Smith,

Teather & Greenwood, Salisbury House, Circus Place Entrance,

London Wall, EC2.

Why? Because he is paid to

Fund managers are under

AND STOP DREAMING

OF OUT-PERFORMING

THE INDEX

threat of protectionism. The budget deficit's importance is because of its present potential for influencing the current account deficit.

account deficit.

Our own projections show that there will be almost no improvement in the US current account deficit over the next five years unless there is early action on the budget.

Unfortunately, such early action appears to be highly unlikely.
Patrick Foley,

Llouis Bank

Lloyds Bank, 71 Lombard Street, EC3

work. We have had to make changes in the way we organ-ise certain aspects of the prac-tice, not least in making a com-mitment to exploring the potential of the new technologies, but these adjustments have proved a very beneficial stimulus to the firm.

It would pay other firms to develop a similar outlook if they are finding it impossible to find suitable candidates in the old-fashioned mould. If we as a profession fail to adapt to this as in other ways, we shall deserve all the "person power" problems we get.

Martin Sewell,

Hatten Wyatt, 18-21 Wrotham Road, Gravesend, Kent

Chemistry is in crisis

From Mr William Beet. Sir, I was interested to read your report of the lecture given by Mr Allan Rae, president of the Chemical Industries Association (November 2). He deplored the Government's failure to recognise chemistry as a subject suffering from shortages, and pointed out that trainee teachers in mathematics and physics receive a bur-sary denied to those in chemis-

Unfortunately, the award of bursaries to prospective graduate teachers of mathematics and sciences is likely to make only a marginal difference to the appalling situation in many UK schools.

In 1976 the Financial Times published my article entitled "Lost art of science". 12 years later it seems that little has changed for the better. Certainly school chemistry is

in a far worse state. Many university departments of chemistry face closure, largely because of the failure of many schools to provide adequate Because there are not

enough good graduate teachers of chemistry to staff the existing proliferation of relatively small comprehensive schools, there does seem a need to bring together well-qualified teachers and the most able That may sound elitist, but if

logistics prevent the offering of chemistry to all pupils, the subject should be studied by those most likely to make use

The City Technology Colleges are a faltering step in the right direction, but are likely to have only a minimal impact in their present form and num-William Beet

and there will be a mass exo-

dus of investors from the mar-ket. The result will be that the

less knowledgeable investor will never forgive the City for

into the market when the advice should have been wait.

Mrs Thatcher paved the way for the public to become more involved in equity ownership; if we are not careful, the institution of the control of the control

tutions may find themselves

being responsible for causing much damage to that objective.

This seems quite extraordinary

when their success or failure will depend on the confidence

the public has in believing that the institutions actually know

what they are doing when they set in motion the wheels for

like to be doing more private client business. But a market-

ing campaign in a bull market

I am sure that we would all

obtaining new business.

advising him or her to get h

16 St Andrew's Road, South Yorkshire

Bears still prowl

From Mr R.L.B. Anley. Sir, I write as an investment intermediary concerned about the marketing campaigns emerging from the City institutions in an attempt to attract private investor money back into equities.

Advertising material lands on my deak daily, carrying the general message that the mar-ket is cheap and terrific oppor-tunities lie ahead.

My research indicates a number of factors pointing to the conclusion that despite the apparent recovery since October 1987, there are still prob-lems ahead, and that the bear lems ahead, and that the bear market (which started in August 1987) has further to go before it can reasonably be labelled as being oversold.

Despite warning signals, the institutions - that is, those people with the greatest canitalisation, the greatest canitalisation, the greatest sophistication, the greatest know-how - failed to position themselves correctly before the October collapse. Investors with money entrusted to fund managers saw their capital

managers saw their capital severely cut back. If the market does drop badly again, the sophisticates will have failed twice in a row,

is one thing. A marketing cam-paign in a bear market rally or one that looks and smells like a bear market rally - is another thing altogether. R.L.B. Anley, Ibis Financial Services, Saragossa House, 13 New Street, Benley on Thames, Oxfordshire

t is very easy to be smug and patronising, if one is not American, about the fact that Americans want to have their cake and eat it. maye merr case and eat it.
They want to remain the
world's strongest military
power, with the capacity to
deter — and if possible also to perry - and it possible also to perry - any nuclear attack on their territory, and the ability to contain real or imagined threats to their security by deploying conventional forces in almost any part of the

They want to avoid making any larger rents in the tattered safety-net of welfare benefits spun by earlier administra-tions from FDR to LBJ. They want to go on spending the money given back to them in tax cuts by Ronald Reagan. And they want — or think they want — to pay their way in the world by exporting goods and capital, instead of building up an ever larger national debt financed by ever more dubious and reluctant foreigners.

According to democratic the-ory, their politicians should have explained to them that they cannot have all those things, and presented them with a clear choice. That did not happen. The problem is not that Mr Bush lacks a mandate to govern. It is that he has made promises some at least of which he is bound to break. When an unpopular decision has to be made, his opponents will be able to say not merely that he has no mandate to do it, but that he has a positive mandate to do the opposite. You see: it is easy to be smug and patronising. It is easy because democratic practice seldom conforms to democratic

Maybe one should win votes by spelling out the unpopular decisions one expects to have to take. Maybe one can do so when the electorate has already suffered a severe shock and knows that the country faces an acute crisis. But so long as most voters in their personal lives are feeling pros-perous and secure, preparing them for future pain is hardly a sure vote-winner. Is the per-formance of other democracies any better in this respect than that of the US, even when their vulnerability to external shocks is considerably more obvious?

Take Britain, for example.

Many people in Britain probably feel entitled to be smug about the US performance. Have not British voters elected, and twice re-elected, a government which has clearly shown itself ready to take unpopular decisions and stick to them? Has that grantment to them? Has that government not achieved, rather than merely proclaimed, the objective of a negative public sector

FOREIGN AFFAIRS

In defence of a good schooling

There is more to national security than military spending, writes Edward Mortimer

borrowing requirement? The answer to the second question is clearly affirmative. The answer to the first is less clear, or at any rate not unanimous.

"The Nato target of a three per cent increase in defence spending in real terms was maintained by Britain, not until the Soviet threat had been matched, but until the electoral prospects of the Conservative Party looked so alarming that Mrs Thatcher's Government felt obliged to vield to the voters' clamour for

buy the Trident submarinelaunched ballistic missile system, Sir Francis Pym, the then Defence Secretary, pledged that its costs would be accom-modated within the defence budget without detriment to the re-equipment of the UK's conventional forces or their ability to meet their commit-ments. This pledge was implicitly negated by the programme
"The Way Forward", proposed
by Mr Pym's successor, Sir
John Nott, in 1981, which
included savage cuts in con-

An educated population is going to be the most important resource of each country

more popular spending programmes like health, education, housing and welfare." That sentence appeared in a book published shortly before the last election, co-authored by a Conservative MP*. By con-trast another recent book**. one of whose authors is a former Conservative MP and the other a prominent Liberal/Democrat, harps on the fact that Britain's defence budget is "higher in per capita terms than that of any other Nato member except the United States and Greece", binting without ever quite stating that it should therefore be reduced. My point here is not to argue either case, but to draw atten-tion to the fact that the British electorate has never been con-fronted with a clear choice.

In 1980, when the govern-ment announced its decision to

various defence commitments has even been attempted. Yet the electorate was not

ventional, particularly naval, forces; but that, in turn, was effectively reversed by the

Falklands War, since when no

clear choice among Britain's

asked in 1983, still less in 1987, to vote for a further increase in defence spending. Instead it was offered, and gratefully accepted, a cut in income tax. It was not offered, but it has got, a gradual running-down of manpower and equipment throughout the conventional defence establishment, to the point where Britain's ability to meet a call on almost any of its defence commitments, including another Falklands-type emergency, is very seriously in doubt. That is a fairly straightforward point about national

security as it is conventionally security as it is conventionally considered, in military terms. Yet surely almost anyone would agree that the purely military aspect of international relations is declining in relative importance, while cultural, ideological and, above all, economic factors are increasing.

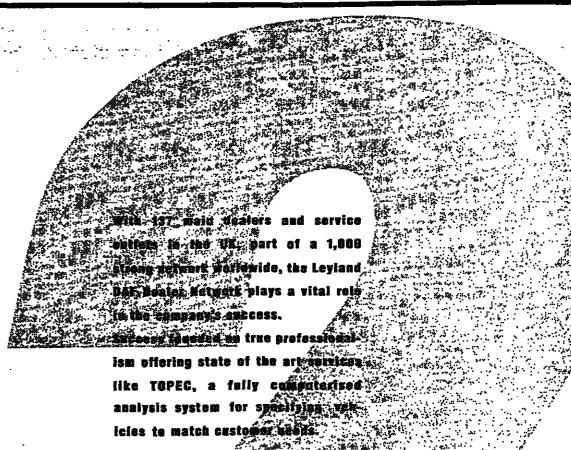
At a recent conference on At a recent conference on The Future of British Foreign

Policy" it was mentioned, almost as an afterthought almost as an afterthought —
under the heading "related
issues of domestic policy: the
labour market" in a paper on
"Britain's role in a World of
Economic Interdependence" —
that the literacy and numeracy
averages of British school-leavers are lamentable by the standards of other industrial countries. It was said that only 30 per cent of the population takes more than one O'-level, that the Youth Training Scheme, Restart, etc, are "pal-liatives and gimmicks under-taken to improve the statis-tics", and that matters could only be improved by an intensive programme, inevitably involving an increase in the state education budget, to raise the status of schoolteachers

and reduce the size of classes. In today's world, and even more in tomorrow's, an edu-cated population is going to be by far the most important national resource of each country. Education should be considered not merely as a "popular spending programme" but as a key element - if not the key element - in national security; and just as much as defence it depends in the last resort on the state: in no suc-cessful industrial country has education been financed mainly through the market or by the private sector. Which is the more plausible threat to British national security in the next 10 or 20 years, that the country might be occupied by a foreign invader, or that its population might become little more than a pool of unskilled and largely unwanted labour for more advanced industrial

No doubt it would be foolish to discount the former, but the latter stares us in the face. Yet it could be dealt with seriously only by cutting some other area of expenditure, or by taking a larger proportion of national wealth to finance gov-ernment. There, too, is a choice that has not been put squarely before the British electorate, but is gradually being taken by

*British Defence: A Blueprint for Reform by Michael Chichester & John Wilkinson (Brassey's Defence Publishers, 1987)
**Options for British Foreign Policy in the 1990s by Christo-pher Tugendhat and William Wallace (RIIA/Routledge, 1988)



EXTENSIVE DEALER NETWO

Leyland DAF's tally compoterised contral parts wetshouse, the largest in Entappe affices Agalors and Englamers die best verliebijity at parts in the

Leyland DAFaid, part of the compre benzius Buck-up solvice ausuros immediate response to readside

imprestré service, au extensive Dezier Malwark the crucial difference bethese Legista DAF and the competition.

leyland DAF

'Further to your letter, we have to say that we protested strongly'

which we sent the following From Miss J.R. Allan. Sir, In recent years we have been asked to make representa-tion to the Monopolies and

pic, we have to say that we protested very strongly against the takeover of Matthew Brown by Scottish & Newcas, the to no avail.

any other. "Unless there is an immedi

J.R.Allan



FINANCIAL TIMES

Tuesday November 15 1988



Benazir Bhutto favoured in Pakistan poll

Christina Lamb assesses the obstacles towards electing a first woman Prime Minister

N A COUNTRY which revels in national holidays and constitutional confusion, Pakistan's elections tomorrow will throw up a proliferation of both.

The contest will be close and, while the main opposition Pakistan People's Party (PPP) led by Ms Benazir Bhutto is expected to emerge the largest party, it is the President who, under the constitution, chooses the Prime Minister. If Miss Bhutto does not have an absolute majority, President Ghu-lam Ishaq Khan may well opt for someone outside the PPP and thus avoid calling a woman to lead an Islamic

But if the PPP does win an overall majority it will be very difficult not to call Miss Bhutto to form the government. The Prime Minister-elect will have 60 days to form a parliamen-tary majority and should have no problem gathering the needed support in the opportu-nistic world of Pakistani poli-

In Pakistan's first public opinion poll the most popular choice for Prime Minister was Ms Bhutto, although her party came second after the Muslim League. Ms Bhutto, Pakistan's most famous and charismatic relition at 25 is the mother. politician, at 35 is the mother of a new baby and is reported to be in indifferent health.

The pampered daughter of a rich feudal leader, she was educated at Oxford and Harvard and intended to enter the Pakistani foreign service. Her life changed dramatically in 1977 when her father, Mr Zulfikar All Bhutto, the Prime Minister. was overthrown by a military coup and later hanged by his usurper, General Zia.

Ms Bhutto has been at the forefront of the fight for a return to democracy since then, but many feel that her campaign has lacked a focus since Gen Zia's death in August and been deprived of the glamour of a young woman struggling against an evil dictator. Nonetheless, she proved last week that she can still draw crowds with the largest



PAKISTAN's election campaign came to a close with all nine leaders of the Islamic Democratic Alliance (IDA) yet to meet on the same plat-

Coming the day after opposition leader Benazir Bhutto's huge reception in Pakistan's political capital of Labore, the IDA's noticeably smaller and less enthusiastic rally in the same city could not avoid attracting unfavourable

comparisons. Many buses were empty and some participants claimed that they had been paid to

Lahore is a Bhutto stronghold, and the IDA leader Nawaz Sharif was confident of victory, declaring "We have outmatched them just from the residents of Lahore while they had to bus in people from all over Punjab. They will suffer a historic defeat."

Benazir Bhutto (above), still drawing the crowds; and Mus-

Sharif. minister for the Punjab

constituency where he has

never previously been defeated. If he wins the prime ministership, his own party

will have only a handful of

with have only a maintain to seats in the assembly, render-ing his authority questionable. The largest party within the IDA is the Muslim League, the present government party, claiming descent from that which founded Bolittan On

which founded Pakistan. On paper at least its leader is Mr

Junejo, the smalltime politi-

cian and mango farmer from Sind, picked by Gen Zia to be Prime Minister after the non-

party elections in 1985 and then unceremoniously dropped

in May when the Government

and assemblies were dissolved.

An honest politician in a country where this quality remains a rarity, Mr Junelo too

is fighting a tough battle in his own constituency. While some

South Wales, where at least

five pits are in danger. The future of several pits in Not-

tinghamshire, manned by members of the dissident

Union of Democratic Mine-

workers, is also under review.

The gloomy outlook is espe-cially disappointing for British

Coal given its steady progress in boosting its efficiency. By raising productivity by 75 per

cent in the past 31/2 years, said Sir Robert, it had achieved a

record "unmatched by any

other major UK industry in

rading conditions, the Corporation's hope of a bottom line profit increasingly depends on the speed with which the Government wipes out its huge burden of debt, which this year requires interest represents of

requires interest repayments of

Sir Robert yesterday appealed to the Government to

speed up a financial recon-

struction which would bring it

more into line with British

Steel whose debt repayment this year would be less than

The Government has agreed

in principle to writing down British Coal's debts in order to

allow it to deal on a sound footing with the privatised

As a result of its worsened

recent times.

some £440m.

gathering Rawalpindi has ever

No longer does Ms Bhutto preach radical socialism or vengeance against those who killed her father, instead concentrating on reassuring the establishment that a PPP government would not upset the

Ms Bhutto's reassurances may not be enough to allay the fears not just of the army and bureaucracy, but also those voters who remember that, before General Zia, Mr Bhutto also harassed and arrested political opponents.

The nine-party Islamic Democratic Alliance may have had some success in stirring up these fears, but they have failed to project a clear leader. In a marriage of convenience head of the house, there is lit-

tle love lost between the leaders of the alliance parties.

The man tipped by the establishment to be Prime Minister should Mr Khan be free to look beyond the PPP is Mr Ghulam Mustafa Jatoi, a former leader of the PPP and Chief Minister of Sind under Mr Bhutto.

He fell out with Ms Bhutto in 1984 and formed his own party, which failed in its objective of breaking up the PPP. A likeable man, Mr Jatoi has long looked like a prime minister in waiting hoving turned. ter in waiting, having turned down the job in 1981 and 1984 because he wanted to be democratically elected rather than nominated by a dictator. As present leader of the IDA,

Mr Jatoi, a wealthy Sindhi feu-dal with a taste for whisky, is preaching the merits of Islam. He has a large national standing but is in danger in his own

he is disliked by some leading generals who feel he tried to make political capital out of trying to curb them, particu-larly trying to pin blame on two generals for the disastrous explosion at the Ojri camp where US arms and missiles for Afghan guerrillas were The main force in the Mus-lim League is Mr Nawaz Sharif,

regard him as a "known eyil,"

a man as colourless as Jatoi is fiamboyant and a protégé of Gen Zia, who made the 39-year-old industrialist chief minister of Punjab, Pakistan's dominant province which holds more than 60 per cent of

Mr Sharif's lack of political background is unusual in a political scene dominated by feudals and he is conscious that his political survival depends on winning these elec-

He is hedging his bets by contesting no fewer than five seats. A patronage politician, Mr Sharif has raised more cheers on his extensive tour for his largesse than his unin-

spired oratory.

But with backing from Jamaat Islami, the influential religious party, he has become a leading contender for the position of chief executive although his maturity is questioned by the army, whose views cannot be discounted in a country which has spent half its short life under military rule.

Pakistan's main national leaders are, like Mr Sharif, all contesting several seats. If they win them all there will be a flurry of by-elections before the final election result is known. There are, overall, more than eight candidates per seat; most are pro-establishment independents who are likely to eat into

the IDA vote.

It is this prospect more than anything else which lies behind the PPP's continuing belief that, in spite of the difficulties, Ms Bhutto's party will secure a majority leading to Pakistan's first women prime Pakistan's first woman prime

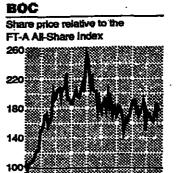
Double trouble for interest rates

Some semblance of calm returned to the foreign exchange markets yesterday, as the central banks rode to the rescue of the dollar and Mr Bush and his advisers tried to reassure the financial community that devaluation was not part of their plans. Given the speed with which the dollar has declined over the last couple of months, and the immigue nence of tomorrow's US trade figures for September, it was not hard to engineer yester-day's modest recovery. How-ever, sentiment towards the currency remains negative; and unless there are signs in tommorrow's figures that the recent improvement in the deficit has not stalled, either US interest rates will have to rise or the dollar is likely to fall further.

If the US is hoping that it can avoid raising rates to sup-port the dollar because other countries may soon ease their monetary policy, it is being unduly optimistic. A 1.9 per cent jump in yesterday's UK retail sales figures for October is yet another reminder that seconomic growth in many of the world's major economies remains surprisingly robust. On a three month basis, the growth in UK retail sales vol-ume does not look quite so extravagant; but when combined with the latest evidence of demand-pull inflation, it is another sign that the UK's high interest rate policy is taking longer than expected to achieve results. It would be too pessimistic to suggest yet that the next move in UK interest rates will be up, but a few more sets of figures like yester-day's must begin to point towards this conclusion. For the moment the IIK south the moment, the UK equity and gilt markets remain much more interested in the fortunes of the dollar and Wall Street, and yesterday chose to treat the latest UK sales figures with scant concern. They may have second thoughts later in the week, especially if the dollar steps off centre stage.

Abbey Life

Abbey Life shareholders on to the 81-page merger document which yesterday's egm tossed out as a basis for a deal with Lloyds Bank: they may be seeing it again. Abbey and its advisers seem to be reasoning that if 75 per cent of the shareholders cannot be persuaded of the merits of a deal, then the answer is not to amend the deal but to change the number of shareholders needed to



1980 82 84 86 88

approve it.
If that were all there were to it, of course, Warburg might have saved itself the trouble by

constructing a deal which required only a simple majority in the first place. To put forward such a deal now would require two things: Lloyds' agreement not to insist on representation on the merged company's board, and enough sheer cheek from Abbey to send out the same merger doc-

ment twice.

Abbey would presumably prefer not to antagonise major shareholders in this way, but it may have little choice. Lloyds still seems to be insisting that it will do the deal on ideal terms, or not at all. And to make the merger acceptable to shareholders without any sleight of hand on the size of themajority would require that Lloyds give up the idea of controlling Abber or may more for trolling Abbey, or pay more for the privilege. It is difficult to see why Lloyds should do either just at the moment. The Abbey for-sale sign has been up for so long that Lloyds would be forgiven for thinking itself the only suitor, and if it is alone in that role, it can only

gain by making Abbey squirm.

 \mathbf{BOC}

Judging by yesterday's full year figures, BOC is not quite as immune from the cycle as it would have us believe. Industrial gases have had their best year's volume growth since the recession. thanks at least partly to the worldwide boom in industrial investment: and in the US, where the market is at its most cyclical, profits from gases have jumped by 20 per cent. It is true that the business has more contractual stability than most industrial suppliers, and by comparison with the last recession, far more of BOC's output now goes to consumer industries like frozen food. But in giving the

not unlike ICI's in recent years, the market is expressing a degree of caution.

Then again, it is not every company that forecasts divi-

dends nine months ahead - nor indeed, has its projected US profits for next year entirely hedged at \$1.67. Despite earnings growth this year likely to equal the UK average, at 414p the shares are at a discount of over 12 per cent to the market. There is scope for some re-rating, but not much: unless, of course, someone else spots the attractions of an enormously cashgenerative company now near-ing the peak of its own internal investment cycle.

Mountleigh The boardroom bust-up at

Mountleigh and the rapid shuf-fling of share stakes is hardly going to reassure the more neryous shareholders. It was one thing investing in Mountleigh when Mr Clegg had a substan-tial part of his fortune tied up in the company; but now that he is just another hired hand, one must wonder who is really pulling the strings. The com-pany has obvious management problems and the value of its sets is uncertain. There is no obvious reason why the com-pany should be more highly rated than Land Securities, other than bid speculation.

1 - 0 - 0 A .

医

既治:

a.

The second secon

Company of the second of the s

A ROLL

والمنازي

Unilever

Food and detergents, it seems, can have their boom times like everything else. Uni-lever's volume in the third quarter is running 4 per cent ahead, and margins in Europe and the US are between two and three percentage points higher than they were a couple of years ago. The company is at pains to point out, though, that the old effect of the business cycle on margins should scarcely apply any more; the cyclical businesses, such as edible oils, paper and trans-port, have almost all gone. In investment terms, all this was taken care of in the big re-rating of the shares between 1985 and 1987. It might be days that Unilever's cash flow would lure the US investment banks; but on a typical US food company's cash flow multiple, it would cost some \$27bn, and it is protected by its part-European share ownership and Anglo-Dutch structure. That leaves only the fundamentals, and with the p/e just over 10 at 458p those look drahly respectable.

UK coal industry faces more pit closures

By Maurice Samuelson in London

THE BRITISH coal industry is round of job losses and pit closures over the next few years as it tries to stay competitive against falling world energy prices.

Some 20,000 jobs and about 10 collieries are believed to be at risk over the next year in a wave of closures reminiscent of the cuts which followed the 1984-5 miners' strike. The figure could be higher if the overtime ban being discussed in the National Union of Mineworkers was to have a serious impact on production.

More contractions may also be inevitable if the privatised electricity industry replaces a significant part of its present British Coal purchases with imported coal or makes greater use of oil and gas. The Corporation is also

under pressure to attain profitability because of the Government's pledge to privatise the industry should the Conservatives win another election. The industry's daunting new outlook became apparent yes-terday following the announce-

ment by Sir Robert Haslam. British Coal's chairman, of the Corporation's first half-year financial results.
After repeatedly announcing

over the past year that the industry was "on track" or "on the brink" to break even, he

Continued from Page 1 financial markets was that the

Government would aim to investor remained protected, the City of London would not become overregulated. Finan-

cial institutions should in turn

respond by providing an effi-cient service at reasonable

cost to the new generation of

In a broad review of foreign

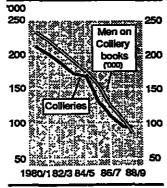
policy embracing both her

strong views on the European single market and her determi-

capitalists -

Thatcher on inflation

British Coal



conceded that "only a miracle" would now make that possible, even though the Corporation's first-half operating profits were the highest for more than 20

He blamed the Corporation's harsh prospects on: A freeze on its prices due to

the oil price collapse; The effect of higher interest charges on its debt repay-

 Higher than expected inflationary pressure on wages; • The costs of additional clo-

nation to crack down further

on terrorism in Northern Ireland as well as East/West relations, Mrs Thatcher emphasised her hopes for con-tinuity in US policies.

Mrs Thatcher will meet Mr

Bush on Thursday after

attending tomorrow's farewell

banquet for President Reagan. East/West relations, the US

economy and the Arab/Israeli

conflict are expected to top the

These had imposed addi-

tional costs of at least £75m fined to the less profitable months of the financial year and would amount to more than £200m during the next full financial year "thus adding to the already tough target of breaking even."

Further urgent cost cutting measures, including the reduction of even more high cost coalmining capacity, would be made worse if the leadership of the National Union of Mineworkers persisted in its "adver-sarial" and "suicidal" role, he warned.

In intensifying this year's run-down, the Corporation has apparently decided to accelerate a process which would have been spread over a longer period had it not been for the latest deterioration in the business environment.

Sir Robert was vague about the scale of this year's redun-dancies beyond mentioning "further substantial restructur-ing costs" and agreeing they could be "more than the handful" which he had been predicting a year ago.

However, estimates of 15,000 to 20,000 redundancies over the next year or so are regarded as realistic in Whitehall, with more to follow if the power stations, which consume fourfifths of British Coal's output, switch to other fuel sources. The cuts may not be con-

PLO policy agreement Continued from Page 1

Mr Yassir Arafat, the PLO

chairman, was still struggling last night to bring the minority of hardiners into a consensus of the statement's language but he is assured of a majority if it is put to the vote early today. The adoption the pro-gramme will amount to an historic concession to Western demands that the PLO accepts Resolution 242 before it particinates in an international conference, and a personal triumph for Mr Arafat.

"There is a now majority for moderation," Mr Salah Khalaf, Mr Arafat's accepted number two, said vesterday. Mr George Bush, US President-elect, would see a need to reappraise Washington's policy.
Initial US reaction to the

PNC has been cautious. West-ern diplomats in Algiers said Washington would not see implicit recognition of Israel as sufficient and would remain wary of Palestinian demands for self-determination. The US has long sided with Israel in opposing an independent Palestinian state.

PLO leaders are jubilant that their organisation has apparently managed - after more than 20 years of equivocations and division - to unite behind what they regard as a realistic

NEWS REVIEW

BUSINESS Teaming up

Ferranti International has teamed with Magnavox of California in a bid to win a con-

California in a bid to win a contract to update the satellite navigation systems fitted to the Royal Navy's submarines and surface ships.

In preparation for the introduction of the more advanced Navstar global positioning systems (GPS) the Ministry of Defence is considering the procurement of new equipment to replace existing Magnavox Transit Satnav receivers.

As prime contractor under the teaming arrangement, Fer-As prime contractor under the teaming arrangement, Ferranti Computer Systems has submitted proposals for an alternative solution to modify and upgrade the Navy's existing receivers to work with GPS.

Kango go for Ferranti The Metrology Systems Group of Ferranti Industrial Electronics Limited has supplied a further two Co-ordinate Measuring Machines to Kango Limited, the London-based power tools manufacturer. The machines, both Ferranti Merlin 750's, with direct computer control will be used for checking routines during the

checking routines during the manufacture of electro-pneumatic hammers and industrial power tools.

Briefly...

Ferranti Sciaky Inc., Chicago has delivered an AcuWeld 500 CNC robotic are welding system to the Edison Welding Institute for use in an advanced welding research programme currently underway at the centre's Columbus, Ohio facility.

Ferranti Creditphone has formally submitted to the Department of Trade and Industry its application for a licence to operate the

licence to operate the PhoneZone telepoint service.

- ADVERTISEMENT -

shares a price-relative pattern

Aeritalia to join TIALD consortium

An agreement has been concluded enabling Aeritalia to join the TIALD consortium.

The consortium was originally formed in July 1987 by Ferranti Defence Systems, GEC Sensors and British Aerospace (Dynamics Division) to produce TIALD — a thermal imaging airborne laser designation of targets for laser guided municipally airborne laser designation of targeting pod for military aircraft.

TIALD has been ordered for use by the Royal Air Force with Tornado GRI aircraft, and a pod is currently under-

with Thrnado GRI aircraft, the Italian Air Force.

and a pod is currently undergoing flight trials with the meet this requirement, enabling the Royal Aerospace Establishment at Farnborough.

The TIALID agreement will meet this requirement, enabling the Royal Air Force and the Italian Air Force to exploit the benefits of inter-operability and common support anticipated requirement to

COMPUTER SYSTEMS 'Clarion' answers the call

Ferranti Computer Systems is a complete hardware and has successfully completed final installation and commissioning of its 'Clarion' computer assisted mobilising system at the Reigate Headquarters of the Surrey Fire Brigade.

The installation went live on November 1st, bringing the total number of 'Clarion' systems currently in operation with British fire brigades to eleven.

Developed to meet the command & control communications requirements of UK Fire Services, the 'Clarion' system

is a complete hardware and software package designed to software package and software package designed to

Services, the 'Clarion' system



21 70 C-Cloudy (A-Drizzie F-Fair Fg-Fog H-Hall R-Raig 20 68 S-Sun St-Steet Sn-Snoop T-Thunder

WORLD WEATHER

Spain and Portugal become members of Western Union

electricity industry.

By Robert Mauthner, Diplomatic Correspondent, in London

SPAIN and Portugal yesterday formally became members of the Western European Union, subject only to parliamentary ratification by the nine member countries, thus completing the integration of Madrid and Lisbon into the Western world's main international

organisations.
Their entry into the European defence grouping, which at its founding in 1948 was the first expression of Western Europe's identity after the Sec-ond World War, was symbolised by the signature of a Protocol of Accession by the foreign ministers of the Nine at their regular six-monthly meeting in London.

The two countries, which are already members of the European Community and the North Atlantic Treaty Organisation, began negotiations to join the WEU barely seven months ago,

The speed with which the

negotiations were completed is

an indication that some of the

ish membership of Western defence organisations were circumvented rather than solved. However, Sir Geoffrey Howe, Britain's Foreign Secretary and chairman of the meeting, claimed that the discussions had not been a formality. Both countries had made clear their willingness to

main problems involving Span-

accept and implement the Brussels Treaty, as modified in 1954, as well as other basic documents setting out the organi-sation's guiding principles, in particular the Defence Platform adopted last year.

Sir Geoffrey stressed that Spain and Portugal had both made it clear that they saw no alternative, in the foreseeable future, to a strategy of forward defence and effective deterrence based on an adequate mix of nuclear and conentional forces."

Both countries were also restructuring their armed

forces and both agreed that

WEU members must maintain

an adequate level of defence spending. Spain, for its part, planned to make contributions to the common defence effort through co-ordination agreements with Nato chiefs. Spain has won several con-

cessions to take account of its special attitude towards nuclear problems and Nato's defence arrangements. It has refused to become a member of Nato's integrated military command. Other WEU members have accepted this special sta tus within the Alliance. Madrid will also not be required to accept nuclear weapons on its

Finally, to prevent the per-ceived risk that Britain might take the Gibraltar dispute to the International Court in The Hague, agreement has been reached that any dispute which arises between Spain and another member before Spain's entry into the WEU will not be submitted to the Hague Court, as provided for in the original Treaty.

to stale problems

FINANCIAL TIMES COMPANIES & MARKETS

Tuesday November 15 1988



INSIDE

The state of the s

11 500

A STATE OF THE STA

vin TIAL

sucis the

Chase sharpens its strategy for 1992



adjusting its European strategy ahead of the creation of the unified EC market in 1992. The third largest US bank has decided to concen trate on wholesale bank ing services for major corporations and upmar ket private banking for

individuals. As a rule, operations that do not fit into these areas will be sold or transformed.

Ali eyes on Vienna

Tomorrow's pricing of the share issue for Verbund, Austria's leading utility, brings to an end one of the most sophisticated and successful marketing campaigns aimed at expanding Austria's small capital markets. The omens for the listing look good, thanks largely to a steady rise in the Vienna bourse index recently. Judy

Zambian crops rot by roadside



The production of maize is the single most important element in Zambia's domestic consumer economy. But through gross mismanagement and waste, the country. per cent of each

year's crop. This year's performance has been particularly dismal. The state organisation responsible for maize collection is in disarray, and 30 per cent of what promised to be a bumper harvest has been left to rot by the roadside, Page 46

A rap on the knuckles for securities regulators

Since the world stock market crash a year ago, little if any progress has been made on the global coordination of securities regulation needed to prevent destabilisation of the world's financial system. That, at any rate, is the view of the Organisation for Econor Cooperation and Development, which criticises the proliferation of bilateral regulatory deals.

BOC breaks through £300m



BOC, the UK industrial cases and healthcare group, has reported pre-tax profits in excess of £300m (\$540m) for the first time. Mr Richard Giordano (left), chair-man, said that although the prolonged boom in the US and other econo mies was expected to re. BOC had enough momentum to generate another year of good

growth. The group's investment programme had paid off, since the capacity was in place to meet the increased demand resulting from a surge in capital spending in the industrial economies. Page 34

Market Statistics

Base lending rates Benchmark Govt bonds European options exch FT-A indices FT-A world indices FT int bond service Financial futures Foreign exchanges

London traded options London tradit options Money markets New Int. bond issues World commodity prices
World currencies
World stock mkt indices
UK dividends announced

Grand Metropolitan Granyte Surface

Companies in this section

Alfred McAlpine Allied Irish Bank Babcock & Brown Banner industries Barlow Rand Beazer Benckser (Joh A) British Syphon Inds Carless
Cater Allen Holdings
Chase Manhattan
Ciba-Geigy
Control Data Daikyo Dixons Dowly Group Elders DL

Five Oaks Inves Fuji Heavy Gencor Gold Fields

Guinness 34 Highi 34 Hone 34 IDG 36 K ma 34 Kelt I 29 Klein Highland Participant Honeywell Bull K mart
Kelt Energy
Klein Foods
Laporte Industries
Lazard Frères
Marshalts Hallfax
McLeod Russell Minorco Mitsubishi Estate Mitsui Real Estate Nixdori Ohbayashi Pernod Ricard Plessey Ramada Rathers Sonoma Vineyards Hostench Uniteve

Chief price changes yesterday

				-	-		
FRANKFURT				Valeo.		٠.	
Rices							
Mannesmen	182.8	+	4	Gen des Ebes:	1495	. +.	· 70 '
Volkswagen	306.5	+	6.5	Pelle .			
	370	+	7.				
Pells .		-		Fichel-Baucha	970	_	104
Vied	223.5	_	25	Valloure:	235	-	20
HEW YORK (Malcone Phenix	- 49.4	_	4.5
	-					-	
Air Cargo Basio		4	2	TOKYO (Ye	Ų		
WI CREGO POIND		Ŧ	2	Mooo	٠٠.		
	117		٦,	Masan Coms_	827	•	100
Phonemate:	6	+		Dales Wool			
Palls.							
	1734	-	12	Pojitas Dec	- 858	. +	100
	66 ³ 2	-	1,40	Palls			a - 1
Univ Med Bidgs	4	-	*	Yamaha			
PARIS (FFr)	•						
Clear .				kysei Sangyo	1450,	-	. 100
Ball Equip	296.7	+ ~	52	-Royal : :	2180	_	150
New York pric	es at 15	2,38.	-				
	•						
LONDON (Pe		٠.	2.0	Section 1985			
Risas				Delgety	316ac	ı	
Parties Coarle	202	≖.	12				
Bassett Foods	400.	┰ :		FUER DOSE	551	_	9

eration agreement in the nuclear field with the US group.

The discussions are understood the discussions are understood to centre on the constitution of a new joint venture company between the French and US nuclear groups which could involve not just nuclear activities of Frematome and Raboock of Framatome and Babcock. The two companies are already co-operating in the nuclear fuels sector with two other French

companies, Cogema and Urantum Pechiney. The three French com-panies set up a joint venture with Babcock last year to manufacture pressurised water reactor fuel assemblies and market these assemblies and associated ser-

Framatome seeks US expansion

assembles and associated services to electricity utilities in the US and Canada.

Framatome said yesterday that the current talks with Babcock were "a natural extension" of the successful Franco-American cooperation in nuclear fuels.

The latest discussions with

agreement with Babcock and Wilcox of the US in an effort to
expand its presence in the North
American nuclear power market.
Although Framatome said yesterday the talks were only at a
preliminary stage and that no
agreement had yet been signed,
the French group also suggested
they involved more than a co-operation agreement in the nuclear Babcock reflect Framatome's increasing efforts to negotiate major alliances with other international nuclear power groups to consolidate its competitive position in the nuclear industry at a time of shrinking world demand for new nuclear plants. Mr Jean-Claude Leny, Frama-

tome's chairman, confirmed ear-lier this year that the French group was seriously considering alliances in the nuclear sector Apart from negotiating agr ments with other leading nuclear reactor groups, Framatome is also actively seeking to diversify into new sectors to compensate for the decline in its traditional nuclear activities. The group failed this year to acquire control of Télémécanique, the French industrial automation company, after a fierce takeover battle

finally won by the French Schneider group.

Framatome's sales are expec-ted to decline to about FFr10.7bn (\$1.8bn) this year from FFr11.4bn last year. Net profits are also expected to decline to about FFr800m this year from FFr918m. Campenon Bernard, the French civil engineering and construction group, announced yes-terday that it had won a FF19m contract to supply technical assistance for the construction of two units of 1,000 megawaits for the Hungarian nuclear power complex of PAKS about 100km south of Budapest.

Secretive twins set to join top shipowners

Kevin Brown on the Barclay brothers, the British financiers who have bid for Gotaas-Larsen

HE Barclay twins, the British financiers whose bid for Bermuda-based Gotaas-Larsen is likely to put them in the top bracket of UK shipowners, were playing characteristically hard to get yesterday.

We don't normally seek publicity bacques our interests are licity because our interests are private and there is no incentive for us to talk about our business affairs," said Mr David Barclay, the elder of the brothers by 10

Mr Barclay's response was entirely in tune with a 30-year career during which the brothers' reaction to media questions has rarely been anything other than

"no comment."

None the less, the deal sheds some light on the activities of the mysterious duo, who started as estate agents and got their first experience of shipping when they turned round the loss-making Ellerman group in the early

Ellerman had been losing money for eight years, and had debts of £16m when it was acquired by the Barclays in 1983. The company, one of the UK's most famous shipping companies, was sold at an undisclosed profit to its management two years

The Barclays operate from Ellerman Lines' former offices in the City of London, where they have a team of just seven people to control a private empire which now includes hotels, property,

brewing and shipping.

The Cadogan, Kensington Palace and Londonderry in London, and the Howard in New York are among hotels which have passed

through their hands. They still own the Howard in London and the Mirabeau in Monte Carlo.

The brothers also own a substantial London property portfolio acquired recently for £120m (\$216m) from Mr Alan Bond, the Australian brewing magnate.
In the US, they own a controlling 34 per cent stake in Gulf
Resources and Chemical Corporation, through which they launched an abortive £750m bid

two years ago for Imperial Conti-nental Gas Association. Although that bid was unsuccessful, it was an indication of the brothers' ability to spot undervalued assets and to act quickly when opportunities pres-

ent themselves The 2750m bid for IC Gas was highly leveraged, since Gulf Resources only had a market capitalisation of some £90m, and the Government cited this as the rea-son for referring the offer to the Monopolies Commission.
Gulf subsequently dropped the
bid, but it had succeeded in put-

ting IC Gas "into play " and the company was subsequently demerged into two businesses.

Gulf made a handsome sum out of all this. It had built up a take of some 12 per cent in IC. stake of some 12 per cent in IC Gas and made a total pre-tax profit of more than £27m on the investment, transforming the financial performance of the com-

pany.

The brothers' other interests include significant investments in a number of US media companies, and the South African freight forwarder Ellerman Buckell, based in Cape Town.

required only a 50 per cent major

cent), and 59.8m against.

ity, was 86.6m in favour (59.2 per

The four special resolutions each received between 94.3m and

96.7m votes in favour, or between

64.4 and 66.1 per cent of votes

mented from the floor, only two, one of them an Abbey Life sales-

man, backed the plan. The meet-ing was dominated by protests

from investors at the proposal to give Lloyds control of Abbey without a full bid.

Mr Andrew Threadgold, chief executive of PosTel, said the pro-

posal had "many good and attrac-tive aspects." But, he added: "We

think it is wrong for a company

to gain control of another with-

out testing in the market the price for that control."

Mr Threadgold said later Pos-Tel could support a deal if it excluded Lloyds Bowmaker, the

bank's finance house, bringing the bank's share of the enlarged

Abbey below 50 per cent.
One option already ruled out

by Abbey however is exclusion of

Bowmaker. Mr Hepher also said

the chance of Lloyds agreeing to any proposal that would give it less than 50 per cent of Abbey

was "very remote." At Lloyds's own shareholders'

meeting yesterday which backed the plan by an overwhelming majority, its chairman, Sir Jer-emy Morse, said Lloyds would be disappointed if Abbey sharehold-

ers vetoed the merger. Lex, Page 26

Of 21 shareholders who com-

sonal - there is no master company in the Maxwell mould - and there is little central control. Gotaas-Larsen, like most of the other businesses, will be left under the day-to-day control of

its existing management.

Mr Barclay says the brothers have no ambitions to move into the quoted sector: "Being a private company is a luxury which allows you to retain personal control of your own business without having to answer to shareholders, and allows you take a long-term view."

Neither is the nature and tim-ing of investments dictated by a long-term master plan. "We regard ourselves as serious and disciplined business people doing a job; we take opportunities as they arise, and we don't have any pre-conceived ideas about what directions we should go in," said Mr Barclay. Nevertheless, analysts said the

Barclays appeared to have pulled off a minor coup with their \$48-a-share recommended offer for Gotaas-Larsen, which values the

company at \$670m.
"The price looks a bit stingy; I think the company is probably worth another two or three dol-White, shipping analyst at County NatWest in London.

"On the other hand, you have to remember that they were

pushing at an open door because the company had virtually invited offers, and no-one else came forward."

One of the reasons for the lack of bidders may have been the slightly chequered history of Gotaas-Larsen, which has been

Gotaas-Larsen Shipping Corporation Operating profits and losses US \$ million Cruise Liquified natural gas

going through a management shake-up this year. The company was originally Norwegian-owned, but was acquired by I U International, the

us conglomerate, before being the US spun off on the US over-the-counter market in 1973, mainly to institutional shareholders of its former parent. The independent company ran

into serious financial problems in the early 1980s after the delivery of a liquid natural gas (LNG) car-rier which had to be laid up for several years because of a sur-plus of shipping capacity. Gotaas-Larsen made a net

profit of just \$3.4m in 1983, but profits have since recovered steadily to \$37m last year, and \$46m for the first nine months of this year. The forecast for the full year is around \$60m.

However, the company's top management was split recently on the sale of its interest in the Royal Admiral cruise line, which eventually went for \$275m to Wilhelmsen of Norway.

Despite this, Gotaas-Larsen had several attractions for the Barclays. Its fleet of 18 ships is modern and well run, and generates a strong cash flow. Most of the profits come from five LNG ships, all of which are on long

term charter.
The rest of the fleet has not been trading profitably, but prospects are improving for most of the ships. For example, a liquid petroleum gas (LPG) carrier which was on a long-term charter at low rates, was re-chartered at the beginning of this year on much better terms.

Additionally, there is a relatively bright outlook for the seven very large crude oil carriers (VLCCs) for which rates have shown a significant improvement Mr Erik Andersen, a market

analyst with R S Platou, the Nor-

wegian shipbrokers, says the world tanker fleet is likely to grow by 1½ to 2 per cent next year, compared to forecast growth in demand of 2-3 per cent. This implies that VLCC rates, which have improved from around \$12,000 per day early this year to around \$22,000 per day, should continue to rise (though they are still well short of the level of around \$30,000 per day required to justify replacement of

Gotaas-Larsen has one other attraction for the Barclays - a series of seven ships now being delivered from South Korea, each of which is worth around \$15m more than the company is paying

This windfall profit, which arises from a sustained improvement this year in second-hand ship prices, will add more than \$100m to the company's asset

Abbey Life fails to gain approval for merger plans

By Nick Bunker in London

ABBEY LIFE, the UK-based Voting on the main resolution unit-linked life insurer, last night approving the merger, which began seeking a new way to win approval for a merger with five Lloyds Bank insurance and financial services businesses after large institutional shareholders voted down its original proposal.

At a two-hour meeting at London's Savoy Hotel yesterday, Abbey's shareholders backed the plan in principle, by a margin of nearly 20 per cent of votes cast.

Abbey's board failed though to gain the 75 per cent majority needed to pass four special resolutions enabling it to amend its articles to implement its plan to buy five businesses from Lloyds and give the bank 57.6 per cent of

and give the bank 57.6 per cent of the enlarged group.
Institutional opponents of the deal included the PosTel pension funds, with 4 per cent, Clerical Medical life assurance with 3.9 per cent and Standard Life with 2.9 per cent.
Showing few steps of emotion

Showing few signs of emotion after the meeting at which he faced accusations of a "sell-out" from small shareholders, Mr Michael Hepher, Abbey's chairman, said: "The one thing we are not going to do is try to wangle this thing through."

But in view of majority support

But in view of majority support for the concept of a merger, the board had to explore "any other feasible ways" of completing it and consult further with shareholders. His supporters were irritated

though by the low turn-out of shareholders' voting. Only about 150m shares, representing about 52 per cent of Abbey's equity, were voted either way.

By Paul Betts in Paris

FRAMATOME, the French

nuclear power plant manufac-turer 40 per cent owned by the privatised Compagnie Générale d'Electricité (CGE), is negotiating an important new joint venture agreement with Babcock and Wil-

sacks top executive By Paul Cheeseright,

Property Correspondent

Mountleigh

MR JOHN Duggan was sacked yesterday as chief executive of Mountleigh, the UK property ture. His departure comes a month

after he took the post to strengthen Mountleigh's management. It follows a series of disagreements with Mr Tony Clegg, who built up the company and was chairman and chief executive until illness led him to install Mr Duggan as chief executive. Mr Clegg now resumes

ntive. Mr Clegg now resumes both positions. Until the end of last year, Mountleigh had enjoyed three years of rapid grewth, based on its ability to buy property portfo-lios and break them up for sale at a profit. Its share price had a dizzy rise before the equities crash in October 1987, but has been depressed since.
The management upheaval

The management upheaval comes against amid changes in Mountieigh's equity ownership.

SASEA Holding, a Swiss company with stakes in Belgian and italian banks and properties in France, has built up a 13.37 per cent stake in Mountieigh — seen in London as a platform for a hid.

The letest purchase of 5.4 per

Its latest purchase, of 5.4 per cent of Mountleigh – from a group whose members included Mr Clegg, two non-executive Mountleigh directors and, at one stage, Mr Duggan — involved paying £25m for 12.5m shares. However, Mr Duggan withdrew from the consortium about two weeks ago and knew nothing of the sale beforehand.

Struggle of the trader and the

Aachener pays DM700m for a 25% holding in Volksfürsorge

By Haig Simonian in Frankfurt

AACHENER und Münchener (A&M), West Germany's fifth biggest insurance company, which is 20 per cent owned by Royal Insurance of the UK, is to buy a 25 per cent stake in Volksfürsorge, one of Germany's biggest insurers, in a deal which will cat-apult it into the second place in German insurance behind Allianz, Europe's biggest insurer. A&M is paying around

DM700m (\$402m) for a stake of 25 per cent plus one share in Volks-fürsorge, which is owned by Germany's trade unions through their holding company, the Betei-ligungsgesellschaft für Gemeinwirtschaft (BGAG).

ian insurer, with which A&M has had a long business relationship, is buying a similar-sized stake, giving the two groups overall control. La Fondiaria, which is majority owned by the Ferruzzi group, is Italy's ninth largest insurance group, but has so far had a relatively modest presence elsewhere in Europe. A&M will be responsible for managing the concern.

Financing for the deal, which has already been put to the German cartel authorities and agreed in advance with Royal Insurance, remains unclear. The Aachener und Münchener group,

La Fondiaria, the leading Ital- which has systematically sold off minority stakes in other German insurers in the past two years, is

liquid funds available.
The transaction will further promote the plans by Mr Helmut Gies, A&M's expansion-minded chief executive, to develop the company into a leading financial services group. Two years ago, Mr Gies negotiated with the BGAG for the DM1.9bn purchase of a controlling stake in Bank für Gemeinwirtschaft, which is now working increasingly closely in providing joint insurance, banking and mortgage services with the A&M group.

INDUSTRIAL CHARGE



Maybe you're looking for a new location for your distribution or nufacturing base and you need advice on the disposal of your easi

raps you need a traditional industrial site with plenty of potential or a rafield' opportunity for something more high-sech, with offices, light assembly and research and development all under one roof.

iever your problem, the solution lies with Healey & Baker. We can implete charge of your industrial property requirements and provided advice and sparkling service you need — wherever and wheneve you need it.



INTERNATIONAL COMPANIES AND FINANCE

Control Data forecasts loss for fourth quarter

computer group struggling to nake a major reorganisation pay off, expects to report a ourth-quarter loss that could ancel out its slender profits rom the first nine months. It expects to break even for the ear but any further slippage vould give it its fourth annual leficit in a row.

The stock market, concerned ry the latest delay in the com-rany's recovery from its mid-980s financial crisis, knocked ts shares down \$1% to \$17%, a liscount of some 30 per cent rom the company's book value. Net profits so far this year totalled \$14.5m or 34 cents share, including a \$7.2m

extraordinary gain.
Minneapolis-based Control
Data said problems in its computer products division were the main reason for its loss forecast. In particular, its Cyber 960 mid-range computer has suffered production start-up delays compounding

Ramada to sell

and hotels side

RAMADA, the US hotels,

sent shareholders details of the

restructuring plan as an alternative to a \$10 a share bid by

the Pritzker family, earlier

rejected as inadequate. Ramada said the Pritzkers

offer expired on November 2

Ramada added that the

The group said once it sells

its hotel and restaurant businesses, the associated debt of

about \$233m will be eliminated,

and a substantial part of the remaining debt will be refin-

anced or renegotiated.

restructuring was designed to transform the company into

primarily a gaming business.

and has not been renewed.

restaurants

ductors. Mr Robert Price, chairman. said the company believes the business will be made up in

subsequent quarters. "The bulk of the change (in outlook) is due to timing as opposed to lost business. Two other key businesses, Two other key dusinesses, VTC which makes semiconductors and Government Systems, are also experiencing weaker than expected demand. On the positive side, analysts believe its imprimis disk drive division is holding its own and the basi

is holding its own and its business services division is out-performing its plan. performing its plan.

"They were playing with only a thin margin to begin with and they had expected to take only a small step forward," said Mr Kurt Rivard, an analyst with Dain Bosworth in Minneapolis. "Now they're taking a step backwards."

Not all the difficulties are of Control Peta's making. For

Control Data's making. For example, the The US market

CONTROL DATA, the US an earlier shortage of semicon- for mid-range computers is generally weak, Mr Rivard said. But it continues to wres-tle with a number of problems such as software delays that have hurt sales of its new ETA

range of supercomputers.
"We won't have any problems getting through the pres-ent period," said Mr John Buckner, Control Data's chief financial officer. The company had negative cash flow total-ling \$280m by the end of the third quarter and started the fourth quarter with \$80m cash. He was optimistic, however, that it would be in a positive cash position at year-end. He forecast a positive cash flow in

the first quarter of next year.
If it does need further funds. it can draw on a \$100m line of credit established this summer with a group of nine banks. Its total debt is currently about \$390m, or some 40 per cent of total capital, down by about \$45m from the beginning of the

Honeywell Bull unveils new mainframe computer

gaming and restuarants group, is to sell its hotel and restau-rant businesses, refinance its debt, and pay shareholders a HONEYWELL BULL, the computer manufacturer owned jointly by Groupe Buil of France, Honeywell of the US and NEC of Japan, yesterday announced a new mainframe computer family which could be the could be a seen an announced to the could be a seen and the could be a seen as a seen and the could be a seen as a seen and the could be a seen as a seen a cash dividend of at least \$7 a share as part of its previously announced restructuring plan.
Net income of \$9.8m is projected for 1989, against \$6.3m help to slow or possibly reverse the steady erosion of its share of the world large computer for 1987. No figures are forecast for 1988, reported Reuter. The company said it had

The new computers, the DPS 9000 range, are claimed to be the most powerful of their kind. The top-of-the-line DPS 9000/94T is said to be the first commercial computer system capable of processing more than 1000 transactions every second, more than three times as fast as any previous Hon-eywell mainframe. It costs about £15m (\$27.25).

Transaction processing, where users conduct a dialogue with the computer using information that is continuously being brought up to date, is seen as an important trend in modern data processing. To date, however, large transac-

tion processing systems - airline reservation systems, for example, where thousands of check-in clerks are continuously monitoring seat availability — have been custom built using special hardware and specially written software

programs.
The new Honeywell Bull machines are designed to appeal to large companies, government departments and public authorities running networks of several thousand terminals or workstations.

Honeywell Bull emphasises that its "open systems" philosophy means that it would be comparatively simple to incorporate one of its new computers in a network of machines from other manufacturers.

It is hoping that companies which would not consider using Honeywell Bull comput-ers as their principal data prosing system will be tempted by the transaction processing capabilities of the new range.

K mart heads for record results

By Our Financial Staff

K MART, the second largest retailer in the world, is expecting record sales and earnings this year after a strong performance in the first nine months

The US group saw sales accelerate in the third quarter. compared with the rate of increase in the first half of the year, and it is optimistic about the coming Christmas season. K mart said sales had been h mart sam saies had been boosted by lower shelf prices, a strengthened advertising programme and various mer-chandising programmes.

For the third quarter the group, which has been revitalising its discount department stores, reported record earn-ings and sales. It lifted net income to \$126.1m or 63 cents a share, from \$110.1m or 54 cents last time, on sales of \$6.4bn, compared with \$5.97bn. Gross margins in the quarter were down, however, from 27.4 per cent to 26.9 per cent, partly because of the lower shelf prices.

Net income in the first nine

Net income in the first nine months rose to \$409.7m or \$2.04 a share, from \$371m or \$1.82 in the same period last year, on sales of \$18.9bn.compared with \$17.9bn. In 1987 full-year sales were \$25.6bn.

K mart sales were \$25.6bn. in the marks more sales it its

ing to make progress in its inventory management and expense control programmes which are enabling it to reduce labour costs further by monitoring sales and inven-tory more effectively.

At the end of the latest quar-

ter, 1,113 stores were linked to its point-of-sale systems, com-pared with 729 a year ago. The effectiveness of the group's cost control is reflected in reduction in the selling, general and adminis-trative ratio which fell by 0.3 per percentage points to 23.8 per cent, compared with the same period last year.

• Big B,the US discount drug stores group lifted third quar-ter net earnings to \$741,000 or 10 cents a share from \$839,000 or 8 cents.

Nine-month net income was \$4.9m or 67 cents against \$3.9m or 50 cents. Sales rose to

The second secon

العارف المعدد والمعارد

Chase adjusts European strategy

David Lascelles reports on the US bank's planning for EC 1992

third largest bank in the US, is adjusting its European strategy in anticipa-tion of the creation of the unifled EC market after 1992.

The bank has decided to concentrate on two areas: wholesale banking services for major corporations, particularly cor-porate finance, and unmarket private banking for individuals. With one or two excep-tions, operations which do not fit into these areas are either being sold or transformed.

Mr Thomas Labrecque. Chase's president, said after a European tour last week: "We fundamentally have said to ourselves, no matter what hap-pens after 1992, there will be a role for us."

Chase takes the view that it

Chase takes the view that it cannot compete directly with the major local banks in EC countries. "It would be insanity for me to think about spending a dollar on that," said Mr Labrecque. Instead, Chase intends to develop its strengths, which it sees as its banking expertise, its large execution capability and global reach.

hase Manhattan, the will be centered on the UK, where it has set up a large data processing facility in Bourne-mouth, and has installed London-based specialists in corporate finance, risk management and banking services to sup-port the smaller offices on the continent. In the City, Chase also has its securities operation, created at the time of the

Big Bang.
Typical of the changes envisaged by Chase was its decision a year ago to sell its Dutch offshoot, NCB, and pull out of the traditional banking market in the Netherlands. Now, Chase has only a dozen people there concentrating on corpo-

rate finance work.

A similar change of direction may occur in Belgium where Chase owns the Banque de Commerce. Mr Labrecque declines to discuss his plans for the bank, but a sale seems on the cards.

In Germany, Mr Labrecque foresees a greater emphasis on corporate finance to bring the Chase operation more in line with that in Paris, which he xecution capability and global calls "more highly developed."

The more specialised services which Chase will con-



after 102 years we are told to close up shop. . .it's not going to happen'

tinue to offer include credit cards and mortgages in selected countries like the UK and Spain, where Chase now owns a bank which will be tai-lored towards the individual

banking market.
Mr Labrecque says he believes the 1992 plan will go

ahead and have an extensive impact on the European market, despite doubts about its shape and form. He said: "It is clear to me that the activity seen so far of major European banks extending their banking capacity by buying rather than building will continue. But I expect to see them preserve the local identity of the banks that

they buy."
Although he is concerned about the danger of the EC building a protective barrier around its integrated market, he doubts that it will affect Chase, which has had a presence in Europe for more than a century. He commented: "If after 102 years we are told to close up shop. . . it's not going

to happen."
Mr Labrecque also believes that sufficient progress will be made on US bank law reform between now and 1992 to remove any problems about reciprocal access to the EC market. He expects that banks market, he expects that banks in the US will be able to adopt holding company structures which will enable them to enter types of business from which they are currently

Gencor earnings ahead after 8 months

By Jim Jones in Johannesburg

GENCOR, South Africa's second-largest mining house, lifted attributable earnings by one sixth in the eight months to August 31, despite lower contributions by the group's gold and coal mining interests and a virtually unchanged con-tribution from platinum.

The house has changed its year-end to August 31 from December 31 and, on a compa-rable basis, the eight months' attributable earnings increased to R475m (\$198.4m) from R407m in the comparable period of 1987 and against R654m in cal-

endar 1987. Mr Derek Keys, the chairman, says gold's contribution dropped to R95m from R115m as mine operating profits declined and as Gencor sold gold investments to finance its participation in the new Oryx mine in the Orange Free state.

in Brazil the group has raised US\$90m to finance a doubling of its gold production in that country to about 320

kilograms a month. Mr Keys says the group's intention is that its Australian interests should be self-financing as, too, will be its British interests if subsidiary Malbak's bid for M.Y. Holdings succeeds. He does not expect any slowing of the South African economy to affect Gencor this year as group earnings are largely

group earnings are largely derived from exports.

During the past eight months, metals and minerals provided R140m of the attributable profit, against R99m in the corresponding 1987 period, largely because of higher sales and prices of ferro-alloy and ore exports. Coal's contribution fell to R1m from R18m as Trans-Natal was affected by lower exports and a deterioratlower exports and a deteriorat-

ing domestic market.
The group's next major projects are likely to be a synfuels venture to produce oil from a shale known as torbanite. The project's viability depends on financial inputs from the state's Central Energy Fund, which has a 50 per cent interest in the venture. Mr Keys expects to be able to take a decision on the torbanite venture by June next year. It will be followed by an additional investment in off-shore gas production in 1992, when stateowned Soekor produces its first gas from fields south of the coastal town of Mossel bay.

Gencor has a 20 per cent interest in drilling in the area.

Earnings were 485 cents a share against a total of 669 cents in 1987. A dividend of 180 cents has been declared. Last year, a total dividend of 250

year, a total dividend of 250 cents was paid.

• Vansa Vanadium, the South African ferro metals producer, suffered a pre-tax profit drop in the year to September 30, even though operating income increased with improved chrome sales and the commissioning of the new vanadium mine interest receipts dropped mine. Interest receipts dropped as cash resources were

1988 - 19

absorbed by capital spending on the new mine.
The vanadium mine was

commissioned in June and was operating at 60 per cent of design capacity by end-Octo-ber. Full monthly production of 250 tonnes of vanadium pentoxide flake is expected by March pert year. March next year.

production and sales were sat-isfactory despite labour stop-pages during the year. They expect demand for chrome ore to remain buoyant, due to the stronger ferro-chrome market.

The directors say chrome

Trading profit before interest receipts and tax payments was R6.1m against R5.5m previ-ously and the pre-tax profit fell

to R5.9m from R7.4m. Vansa's other main interest is its holding of 7m shares in Barplats which is establishing a green fields platinum mine. Cost over-runs at the vana-dium mine led Vansa to bor-row R21m and the company has not declared a dividend.

NELES OY a subsidiary of Rauma-Repola Oy

has acquired

JAMESBURY CORP. a subsidiary of Combustion Engineering, Inc.

On behalf of Neles Oy, the undersigned developed the acquisition strategy, approached the seller, valued the company, and assisted in negotiating and closing the transaction.

BOOZ-ALLEN ACQUISITION SERVICES BOOZ-ALLEN & HAMILTON INC.

October 1988

TOBU STORE CO., LTD.

U.S. \$100,000,000

5 per cent. Guaranteed Notes 1992

Warrants

to subscribe for shares of common stock of Tobu Store Co., Ltd. The Notes will be unconditionally and irrevocably guaranteed by

The Saitama Bank, Ltd.

Issue Price 100 per cent

Yamaichi International (Europe) Limited

Saitama Finance International Limited

Morgan Stanley International

The Nikko Securities Co., (Europe) Ltd.

Banque Paribas Capital Markets Limited

Baring Brothers & Co., Limited

County NatWest Limited Credit Suisse First Boston Limited

Kleinwort Benson Limited

Merrill Lynch International & Co.

Morgan Grenfell Securities Limited

Société Générale

Barclays de Zoete Wedd Limited Bayerische Vereinsbank Aktiengesellschaft

Crédit Lyonnais

Goldman Sachs International Limited

Leu Securities Limited Mitsubishi Finance International Limited

Salomon Brothers International Limited

Swiss Volksbank



INTERNATIONAL COMPANIES AND FINANCE

Sales at Daikyo rose 22 per cent to Y413bn. The company argues that attention will focus

increasingly on the location and design quality of develop-ments, where it believes itself well placed. The company

its of Y12bn. This compares

with the Y16.29bn achieved in

1987-88 and the company's ear-

lier expectation of a modest

Sales are projected to increase marginally to Y670bn

from Y686.2bn, representing a 3.7 per cent fall in unit terms

to 600,000 vehicles. Net profits are thought likely to emerge barely changed at Y10.5bn compared with Y10.43bn last

Ohbayashi

By Stefan Wagstyl in Tokyo

OHBAYASHI, the Japanese

construction group, yesterday reported a 10.2 per cent increase in interim pre-tax profit to Y12.7bn (\$101m), due

to active public works spending and strong private

Sales in the six months to the end of September were 6.3

A sharp increase in turnover in the group's construction business more than compensated for a decline in

sales in civil engineering. The result included the completion

of a US car plant for Toyota.

per cent higher at Y404bn.

ector construction.

moves up

10.2%

rise this year to Y16.5bn.

Land development boosts Japan property companies

JAPANESE property along with Recruit Cosmos, the companies are showing substantial profit gains as the effects flow through from the country's land development along with Recruit Cosmos, the company currently embroiled in a securities scandal, and Daikyo, a specialist in this type of block.

boom. Mitsui Real Estate Develop-Mitsui Real Escale Develop-ment, the largest in the sector, yesterday reported a 41.9 per cent pre-tax jump to Y25.3bn (\$202m) for its first half to September, on revenues 23.9 per cent higher at Y223.9bn. Net earnings were 37 per cent up at

ites

onths

10 mile 10 miles

Service W

A CHARLES TO SERVICE STREET

1 CHANGE

A. Month

المنطقيع المنطقة الموارد محاول في

The state of the s

ليحيم فأمناه وسأوازيه

and the second s

Green Balletin

The group has activities across the property business from initiating office projects to operating sales agencies for housing. It said higher residential tial prices played a large part assisting the latest result.

Mitsui Real Estate is ranked among the top three builders of unsold, the condominium apartments — two years.

By Gordon Cramb in Tokyo

FUJI HEAVY Industries (FHI),

maker of Subaru cars, yester-day disclosed a 12.4 per cent

setback in interim pre-tax profits and forecast that the full-year outcome would be down by more than a quarter.

The gloomy projection came as a surprise among industry

watchers, who believe it to

reflect protracted overstocking at Subaru of America, its 49

per cent owned US sales arm.

Analysts had hoped that an accumulation of unsold

vehicles there, which early this

year stood at more than 2½ months' supply, would by now have been cut sharply.

Nissan, with which Fuji Heavy is affiliated, has successfully trackled to IIS green took

fully tackled its US overstock-

Daikyo, in announcing its full-year results showing a 23 per cent jump in profits to Y23.7bn before tax, significantly added its voice to analysts' fears that the condominium market might have peaked

It said it was diversifying into hotel management in Japan and leisure resorts in Australia to prepare for an expected drop in condo demand within the next two to three years.

One recent survey showed that in Tokyo one third of com-pleted condo units remained unsold, the highest ratio for

Fuji Heavy profits down 12.4%

The unveiling of an updated Subaru range is still awaited,

FHI said the strong yen con-tinued to hamper its perfor-mance in the US, and a 5.2 per cent decline in car sales pulled

parent company turnover down 2.1 per cent in the six months to September to Y306.4bn (\$2.5bn) for all its businesses, which include aero-

Profits were Y5.77bn before

tax but net earnings emerged higher at Y6.18bn against Y4.75bn - the company attributed this to a lower taxation

charge. Exchange losses totalled Y14.3bn.

For the year to next March the forecast is for pre-tax prof-

Barlow Rand moves up despite economy

By Jim Jones in

BARLOW RAND, the South African industrial and mining group, lifted its operating profit by almost half in the year to September 30 1988 and is confident of further growth this financial year, in spite of official moves to cool the econ-omy. well placed. The company lifted its annual dividend to Y17.50 per share from Y15. Mitsubishi Estate, the traditional property market leader and still the most profitable in the industry, produced an 18.3 per cent interim rise to Y36.6bn pre-tax, on sales up 9.6 per cent to Y120.3bn. It attributed this largely to increases in office rentals.

Sumitomo Realty & Develop-

ncome and interest and tax indicate. He believes there is considerable interaction between the large but mainly unrecorded informal sector

and the formal sector. In support of his contention he cites Nampak, the group's packaging arm, which lifted volume sales by 10 per cent in the last financial year.

He adds that sales by content or being the last financial year.

cement subsidiary Pretoria Portland have been boosted by demand for small builders and that the group's food compa-nies expect further real sales

reluctant to discuss sanctions in detail, he says they have not affected his group as badly as those in favour of sanctions might have expected. Last year, about one third of the group's attributable earnings were generated from exports and the investment in J. Bibby, the British company. Sales of stainless steel and

and the company is following an increase in its stainless steel capacity with an expan-sion of ferro-chrome capacity. Consolidated earnings increased to 408 cents a share from 297 cents and the year's

Westpac plans to sell insurance

largest insurance company.

WESTPAC, one of Australia's Big Four trading banks, is Big Four trading banks, is planning to offer for sale most of the group's general insurance businesses in the wake of a strategic review, Reuter reports from Sydney.

Businesses for sale are the broking and commercial agency activities of Westpac Insurance Services (Brokers), the mortgage insurance

the mortgage insurance operations of AGF Insurances and all the operations of AGC

In future, the group is to concentrate on selling selected insurance products through its branch network.

Turnover increased to R21.2bn (\$5.2bn) in the year to September from the previous year's R16.5bn, the trading profit before investment Sumitomo Realty & Development lifted first-half profits 45.4 per cent to Y14.2bn on a 28.5 per cent jump in sales to Y74.3bn. A batch of project completions assisted the outcome. payments rose to R2.02bn from R1.42bn and the pre-tax profit was R1.94bn against R1.35bn. Mr Warren Clewlow, the chief executive, expects continued growth this year, saying South Africa's economy is far stronger than most people believe and the official figures indicate. He believes there is

ncreases this year. Although Mr Clewlow is

Mr Michael Remington, auto-motive analyst with S.G. War-burg Securities in Tokyo, said results at the consolidated level might prove worst of all.
"We knew the light was at the
end of a long tunnel, but suddenly it's six months further ferro-chrome by subsidiary Middelburg Steel are buoyant

dividend has been lifted to 130 cents from 100 cents. Barlow Rand's principal shareholder is Old Mutual, South Africa's

businesses

The company's order book at the end of September was 19.8 per cent up on last year's at Y1,290bn. Ohbayashi forecasts a 17.5 per cent increase in profits to Y29bn for the year to March on sales of Y926bn, up 12.9 per (Insurances) except consumer credit insurance.

"WHY I BOUGHT THE PLAZA"

ll of my life I have been asked, 'What is the great hotel of New York?' In London, Paris, Rome and most other world-class cities, there is a single great hotel that can easily be pointed to as standing above the rest. In New York City, the greatest city in the world, there has been no such hotel since The Plaza reigned supreme. Since then, there has not been that single, wonderful hotel that New Yorkers could point to with pride.

Although there are some fine hotels in New York, their service, room quality and location are a distant second to the world's best.

The Plaza is New York City's single best location and has the finest physical plant. There are no better rooms or suites anywhere in the world. The ballroom is said by all to be 'far and away the most beautiful room of its kind in New York City.'

The Plaza has everything it takes to be 'the great hotel of New York.' It has been designated a National Historic Landmark as well as a New York City Landmark. All of its rooms have been painstakingly restored; their original spacious dimensions and architectural details are now fully in place.

But having the best rooms and the best location is not good enough. When large public corporations are involved, the mystique and quality of management can

The Plaza will again be the place to be after theater. The hotel for afternoon tea, for big weddings, for wonderful restaurants. The Plaza will be the hotel in which royalty stays when in New York.

The Plaza will be, quite simply, The Plaza.

I haven't purchased a building, I have purchased a masterpiece—the Mona Lisa. For the first time in my life. I have knowingly made a deal which was not economic—for I can never justify the price I paid, no matter how successful The Plaza

becomes. What I have done, however, is to give to New York City the opportunity to have a hotel which transcends all others! The Plaza will transcend all others! I am committed to making The Plaza New York's single great hotel, perhaps the greatest hotel in the world."

For reservations and information, please ring toll free 0800 282 565.

Donald J. Trump

CARPS Limited

U.S. \$100,000,000

Secured Floating Rate Notes due 1992

For the period 14th November, 1988 to 15th May, 1989 the Notes will carry an interest rate of 91/6% per annum with a coupon amount of U.S. \$4,581.60 per U.S. \$100,000 Note payable on



FIRST CHICAGO CORPORATION

US\$200,000,000 Floating Rate

Subordinated Capital Notes Due 1997

Notice is hereby given that the rate of interest on the Floating Rate Subordinated Capital Notes due 1997 (the "Notes") issued by First Chicago Corporation for the interest period commencing November 14, 1988 and ending on February 14, 1989 has been determined to be

91/16 per cent per annum. The interest payment date for such interest period is February 14, 1989. The interest amount, i.e. the amount of interest payable in respect of each US\$ 10,000 principal amount of Notes, for such interest period is US\$ 231.60.

CHEMICAL BANK

As Agent Bank for

First Chicago Corporation.

HK TV company split

By Michael Marray in Hong Kong

SHAREHOLDERS OF Hong Kong television company HK-TVB yesterday approved a restructuring under which the group will be split into two separately listed units, one operating the television network and the other running other businesses such as publishing, merchandising, travel services and entertainment.

services and entertainment.
The restructuring is being carried out in order to comply with new Government regulations which prohibit holders of broadcasting licences from participating in non broadcasting

related husinesses the exercise, under which one new TVB share is being allot-ted to shareholders for every HK-TVB share currently held.

HK-TVB resumes trading today after a short suspension, and the share price should fluctuate as the market re-evaluates the worth of the shares

after the division of assets.

HK-TVB is a constituent of the Hang Seng Index, but when trading in the new TVB shares commences on November 23, HK-TVB will be withdrawn and replaced by TVB.

It was also announced yes-ferday that the current chair-man of ATV, Mr Deacon Chiu, will step down as ATV chair-man next May. Mr Chiu was charged last week with conrelation to HK\$120m (\$15.3m) of loans made by the Far East Bank in 1984, at a time when it

was controlled by his family.

MFC Finance No.1 PLC
Mortgage Backed Floating Rate Notes Due October 2023
In accordance with the Terms and Conditions of the Notes,

bank, N.A. (CSSI Dept.)

Interest Rate

Interest Period

Interest Amount per

U.S. \$10,000 Note due 15th May 1989

In accordance with the Terms and Containts of the Notes, notice is hereby given that the new interest rates and periods in respect of the subject Notes are as follows:

Period/Payment Date
Sense A Z, Nov. to 1, Dec.
12.325
Sense S J, Nov. to 2, Dec.
12.325
Sense S J, Nov. to 3, Dec.
12.325
Sense C 4, Nov. to 7, Dec.
12.325
Sense C 4, Nov. to 7, Dec.
12.325
Sense F 10, Nov. to 14, Dec.
12.325

U.S. \$400,000,000

Oueensland Coal Finance Limited

Guaranteed Floating Rate Notes Due 1996

Unconditionally and irrevocably guaranteed by

The Bank of Tokyo, Ltd. of which U.S. \$306,360,000 is being

issued as the Initial Tranche

8.9875% p.a.

15th May 1989

U.S. \$454.37

14th November 1988

CITIBANCO

£200,000,000

Ohbayashi last year bought Bracken House, headquarters of the Financial Times in London, which it plans to

Mortgage Securities

(No 1) Plc £200,000,000

Class A Mortgage Backed Floating Rate Notes due 2023

visions of the Notes, notice provisions of the Notes, notice is hereby given that for the Interest period 14th November, 1988 to 31st January, 1989 the Notes will carry an Interest Rate of 12.425% per annum.

Interest payable on the relevant interest payment date
31st January, 1989 will amount to £2,655.21 per £100,000
Note. Agent Bank: Bank of Scotland

Mortgage Securities (No 1) Plc

£20,000,000

Class B Mortgage Backed Floating Rate Notes due 2023

In accordance with the n accordance wim the provisions of the Notes, notice is hereby given that for the Interest period 14th November, 1988 to 31st January, 1989 the Notes will carry an Interest. Bate of 12 625% per annum. Rate of 12.625% per annum. Interest payable on the relevant interest payment date 31st January, 1989 will amount to £2,697.95 per £100,000 Note.

Agent Bank: Bank of Scotland

15th May, 1989.

Bankers Trust Company, London

STEVEN I. DAVIS **AND** JEAN J. ROUSSEAU ARE PLEASED TO ANNOUNCE THE **COMBINATION OF** D.I.B.C. (UK) LIMITED AND

Agent Bank

The combined companies will continue to operate under the name of Davis International Banking Consultants and D.I.B.C. (UK) Limited.

ROUSSEAU ASSOCIATES LIMITED.

Davis International Banking Consultants now offer the following management consulting services to banks, securities houses, insurance companies and other financial institutions:

> STRATEGIC PLANNING TREASURY AND RISK MANAGEMENT **HUMAN RESOURCE MANAGEMENT** BANK STOCK ANALYSIS IN-HOUSE AND PUBLIC SEMINARS

Executive Directors: Steven I. Davis Raymond G. F. Coninx Malcom J. Higgs Alan Banks Jean Rousseau

Kingsbury House 15-17 King Street London, SW1Y 6QU Telephone No: 01 839 9255 Fax No: 01 839 9250 Telex No: 22861 METMAK

Bankers Trust International Capital N.V. (Incorporated in the Netherlands Antilles)

U.S.\$200,000,000

International Westminster Bank PLC London - Agent Bank

To advertise in the Holidays and Travel section please call:

ian Flint 01-895 9725 01-895 9723 John Enoch 01-895 9717

ONO PHARMACEUTICAL CO., LTD. issued in conjunction with U.S. \$150,000,000 3 percent Bonds 1992

smare nets.

1. Accordances the subscription price will be adjusted effective manufactory after such record date. The subscription price in effect prior to such a stock, and the adjusted other prior to such and the adjusted other prior price is Yen 2.00% and price is Yen 2.00%. state of common stock. We date: Let December, 1966

Credit Suisse First Boston Limited

Guaranteed Floating Rate Subordinated Notes Due 1996

For the three months
16th November, 1988 to 16th February, 1989
the Notes will carry an interest rate of 91/16 per cent
per annum and interest payable on the relevant
Interest payment date 16th February, 1989 will be
US\$231.60 per US\$10,000 note.

Helen Curtis

NOTICE TO HOLDERS OF WARRANTN TO SUBSCRIBE FOR SHARES OF COMMON STOCK OF

ONO PHARMACEUTICAL CO., LTD.

By The Bank of Tokyo

Trust Company
on Famil Agent



INTERNATIONAL COMPANIES AND FINANCE

Aachener scales insurance league

Haig Simonian on the implications of a German insurer's latest deal



Preliminary Report for the year ended 30 September 1988

- * TURNOVER EXCEEDS R21 BILLION
- * PRE-TAX PROFIT INCREASED BY 44%
- * 37% RISE IN EARNINGS PER SHARE

		r ended ptember	
	1988 Rm	. 1987 Rm	% Change
Turnover	21,178.8	16,530.4	28
Operating profit before interest	2,022.6	1,418.4	43
Profit before taxation	1,940.7	1,347.2	44
Profit after taxation	1,300.6	9264	40
Profit attributable to ordinary shareholders*	742.1	535.4	39
Earnings per share (cents)	408.2	2973	37
Dividend per ordinary share (cents)	130.0	100.0	30

The group's industrial operations, particularly the wholly-owned operations, had an exceptionally good year and in aggregate posted a 64% increase in profit after tax following an increase of 73% last year. The food and pharmaceuticals companies continued to perform well in a highly competitive environment. Mining staged a second-

After a year of major acquisitions and heavy capital expenditure, the group remains conservatively geared on a net debt-to-equity ratio of 30,7% (1987: 26,5%). Interest cover improved to 6.7 (1987: 6.0).

The annual report will be posted to shareholders on or about 6 December 1988. Additional copies will be available from The Registrar, Lloyds Bank PLC, Goring-by-Sea, Worthing, Wast Sussex BN12 6DA.

The details will not be available until Thursday, but the news that thener und Münchener, at Germany's fifth-biggest possible that BfG will take up to 6 per cent of the group, though it remains unclear whether this will be spun off from A&M's stake or bought a number of options for the company, including a possible flotation. However, the col-

Aachener und Münchener, West Germany's fifth-biggest insurer, is buying a 25 per cent stake in Volksfürsorge conlater from BGAG. firms its role as one of Germany's most ambitious and acquisitive financial groups. Last year it purchased a DM1.9bn (\$1bn) controlling interest in Bank für Gemeinschaft (BfG), a sizeable nation-

ally-represented bank. Together, A&M and La Fon-diaria, the Italian insurance group, are acquiring just over 50 per cent of Volksfürsorge from the Beteiligungsgesellschaft für Gemeinwirtschaft (BGAG), the holding company for Germany's trade unions.

La Fondiaria has had a lengthy business relationship with A&M, but so far a relatively modest European presence outside its native Italy. In Germany, it owns 5 per cent of Mannheimer Versicherung, a

small insurance group.
Under the terms of the new deal, A&M will take over responsibility for managing Volksfürsorge. In time, BGAG intends to reduce its holding to the same level as the two ourchasers. No firm plans have yet been made for the rest of its stake, but among ideas being canvassed are a part flotation, or a sale to another foreign insurance group. It is also

TORRAS HOSTENCH, the

Spanish industrial holding company in which the Kuwait

Investment Office has a 40 per

cent stake, is in talks with

paper companies in France and Portugal as part of its plans to

create one of Europe's biggest

fully-integrated paper compa-

Mr Javier de La Rosa, a

vice-chairman and one of Spain's wealthiest executives,

would not name the Portu-

guese company, but it is known that Torras has been in

negotiations with Aussedat Rey, a French paper maker, over a possible joint venture.

Last month Torras made its

first acquisition outside Spain

The sale of Volksfürsorge

marks the end of a long search by BGAG. Earlier plans to find a purchaser collapsed follow-ing disagreements with Germany's savings banks and later Deutsche Genossen-schaftsbank, owner of the R&V insurance group.

Despite its strong position in the German insurance market, Volksfürsorge's main drawback is its relatively high wages and generous fringe benefits compared with other insurers, as well as the rela-tively high price BGAG is thought to have been asking in

Volksfürsorge's workforce has strongly resisted any idea of a sale in view of the rationalisation and curb of benefits many expect would follow, turning the issue into a political embarrassment for BGAG.

However, opposition from the workforce to a transfer of ownership may no longer be such an obstacle. While some aspects of the company may be integrated with the A&M group, the purchasers appear willing to let the bulk of Volks-

gian pulp producer.

Mr de la Rosa was in London in connection with Torras's forthcoming international equity issue, which is expected to raise Pta45bn (\$392m). He said the basic aim of the company was to be Spair's first

pany was to be Spain's first multinational, drawing on the

country's "remarkable indus-trial muscle" ahead of 1992. A series of manoeuvres over

the past year has turned once-

bankrupt Torras into a holding company with interests in paper, food, chemicals and financial services. On the paper side Torras was

looking to combine the benefits

of low raw material costs

through the domestic supply of

Torras in European expansion talks

BGAG had been considering a number of options for the company, including a possible lotation. However, the colapse of previous sale talks and the unions' wish to divest themselves of many of their and much criticism about the lapse of previous sale talks and the unions' wish to divest themselves of many of their holdings may have put it under

some pressure to sell.

Last year, BGAG took out a sizeable loan from Swiss Bank Corporation, using part of its Volksfürsorge shares as collateral. That loan is due to be repaid shortly. Although the bank has indicated willingness to extend it, BGAG may well have been keen to raise cash.

achener und Münchener has not yet com-mented on how the deal will be financed. Last year, the holding company, Aachener und Münchener Betelligungs (AMB), launched a DMI.34bn rights issue to fund its stake in BiG. However, the group has since sold off its minority stake Nordstern and is now thought to have sub-

stantial cash available.

Mr Helmut Gies, A&M's expansion-minded chief executive, had been interested in acquiring Volksfürsorge before turning his attention to BfG.

Among its attractions are its acquired to the control of the con role as insurer to German trade unions and its faithful clientele among ordinary trade unionists. The company also continues to have close bust-

ments outside Spain.

The aim was to be competi-tive with other European paper

companies, and Mr de La Rosa

said the company wanted to make acquisitions at less than

its own price/earnings multiple

of 10-11. "We are not looking

for glory, but for profits," he

Torras's 55 per cent stake in Ebro will be the starting point

for the development of a food conglomerate that can benefit

from Spain's lower labour and

raw material costs. Ebro is

raising \$250m next month in a

rights issue, in which Torras

intends to take up its alloca-

In chemicals, Torras is merg-ing ERT and Cros, two big

Similarly, on the food side,

and much criticism about the high purchase price, BfG's fortunes have improved and the deal is widely seen as a fore-runner of much broader discus-

sion taking place in Germany regarding closer links between banks and insurance compa-However, Mr Gies still has some way to go before realising what is probably his most cherished ambition of competing on a par with Allianz, by far Germany's biggest insurer, with premiums of DM26bn last these Even combining Volksyear. Even combining Volks-fürsorge's DM4.4bn premium income in 1987 with A&M's DM4.85bn leaves him a long

way behind. Riunione Adriatica di Sicurta (RAS) of Italy said it and West Germany's Allianz would take a significant stake in Banco Popular Espanol as part of a plan to start a life insurance firm and a pension fund management company in Spain, Reuter reports from

RAS said the German and Italian insurance groups would be represented on the Spanish bank's board, but it did not disclose the size of their stakes.

Spanish companies of which it

has acquired control, to form Ercros. Mr de la Rosa said

Ercros could provide a "perfect

basis" for a joint venture in the

Spanish market with a Euro-

pean or US partner.

• Italian businessman Carlo

De Benedetti will create a new

holding company with Portu-guese cork firm Amorim, Reu-

Amorim's finance director

Jorge Armindo said de Bene-detti and Americo Amorim,

chairman of the cork group,

would sign an agreement tomorrow creating Cofir-Portu-

gal, to invest in unspecified

ter reports.

Fiat chief agrees to bank equity restrictions

By Alan Friedman in Milan MR CESARE ROMPTI, manag

ing director of Italy's Plat group, yesterday gave public assurances that he would "obey the laws and even the desires of the Bank of Italy" concerning the limits imposed by the central bank on the size of equity holdings industrial companies may own in Italian

Mr Romiti's pledge, although accompanied by implicit criticism of the policy of Governor Carlo Azeglio Ciampi's Bank of Italy which restricts industrial companies from buying more than 15 per cent of banks, comes in the wake of several weeks of pub-lic debate and controversy

lic debate and controversy over the issue.

The Fiat group, along with other leading industrial concerns in Italy, wants to buy into banks, but the central bank governor has said he fears "a conflict of interest under which the industrial companies might exploit the companies might exploit the funds of banks if they are allowed to take control of these financial institutions."
Mr Romiti has repeatedly said it is Gemma, an invest-

ment vehicle 29.97 per cent owned by Flat, that wants to buy into banks and has attempted to portray Gemina as independent of Flat.

Mr Romiti was speaking yesterday not as chief executive of Flat but as chairman of Gemina. Re said Gemina

would be interested in expanding in the banking sector as soon as shareholding limits were lifted.

Mr Romiti also used his platform at yesterday's annual Genina shareholders' meeting to note that, given legislative uncertainty, the Rizzoli publishing group, majority owned by Gemina, had postponed until December 31 its option to take 50 per cent central of take 50 per cent control of Telemontecarlo, a private television network,

He described legislative pro-posals to restrict newspaper proprietors from owning tele-vision stations as "silly." Mr Romiti also announced

industrial projects.

De Benedetit's Spanish company Cofir would have 55 per cent of the initial share capital. yesterday that Gemina would acquire Fila, a sportswear

Group

Turnover increase

Earnings increase Dividend increase

20%

26%

29%

"Prospects for the year remain optimistic"

Interim re ended	sults for th 30 Septen		
	30.09.1988 SARm	30.09.1987 SARm	Year to March 1988 SARm
Turnover	1916	1518	3 204
Attributable earnings	86	67	202
Total assets	3 159	27 -i 3	2896
	Cents	Cents	Cents
Earnings per share	135	105	317
Dividends per share	60	50	140

Group Hakings Limurd - Registration number 01/04313/0

fast-growing eucalyptus trees with new distribution agreeby taking a controlling stake in Cellulose des Ardennes, a Bel-Aker sells Zanda stakes

By Karen Fossii in Oslo

AKER, one of Norway's largest will not affect the businesses of day it had agreed to sell for NKr95m (\$14.4m) its 55 per cent stake in Zanda A/S and its 50

per cent take in Zanda A/S and its 50 per cent stake in Zanda A/B, the roofing tile producer, to Sweden's Euroc group.

The sale is part of Aker's strategy to reduce by NKr3bn its NKr3.5bn debt. Aker said its holdings in both Zanda companies had a combined book value of NKr43m.

The change in ownership

NOTICE TO HOLDERS OF WAREANTS TO SUBSCRIBE FOR SHARPS OF COMMON STOCE OF

MATSUSHITA

ELECTRIC WORKS, LTD. insued in confunction with U.S. \$300.006,000 8 percent Notes 1992

2. Subscription price after such adju ten 2,147.60 per share of common stoo

MATSUSHITA ELECTRIC WORKS, LTD.

Central International Limited U.S. \$150,000,000 Floating Rate Notes due 2000

November, 1988 to 15th May,

1989 the Notes will carry an interest rate of 8.9125% per annum with coupon amount of U.S. \$450.58 payable on

15th May, 1989.

By: The Bank of Tokyo Trust Company on Disburgament As

• Hafsland Nycomed, the Norwegian pharmaceutical and industrial products group, said it had sold its 44.5 per cent stake, worth about NKr169m (\$26m), in Unitor, a maritime

undisclosed buyer.
Hafslund said Unitor's interests fell outside its strategic business areas. The deal would give it NKr70m in extraordinary earnings.

equipment company, to an

Ciba-Geigy to take 8% of US company By Peter Marsh

CIBA-GEIGY, the Swiss chemicals company, plans to gain a deeper foothold in biotechnology-based pharmaceuti-cals by taking a stake in Chiron, a San Francisco-based biotechnology comp-

any.
Under a deal announced yesterday, Ciba-Geigy is to invest \$20m in Chiron. That is expected to give the Swiss company a stake of about 8 per cent in the San Francisco-based con-

Ciba-Geigy said it hoped the investment would help it in its own work in biotechnology, the name given to a set of techine name given to a set of techniques based on manipulating
genetic fragments of proteins
that may help in the development of new drugs.

The two companies already
have a 50:50 joint venture
called Blocine, which is working on blotechnology-derived
vaccines to treat diseases such

vaccines to treat diseases such as AIDS, herpes, malaria and hepatitis.

REPUBLIC HOLDING S.A. IN LIQUIDATION

	Luxembourg		<u> </u>
	INT OF CONDITION ember 31, 1987		1)Ss
Assets	Demand accounts with banks	US\$:	250,355.5 3,100,000.0
	Advance to Paying Agents. Accrued Interest receivable. Others	182,119.96 54,511.56 78,365.70	314,997.2
Less			3,665,352.7
	Due to subsidiaries	17,175.85	
	Dividends payable (coupons Nr. 4 to 16) First distribution of assets	15,799.62 84,640.36	
	Second distribution of assets. Other liabilities: Provision for expenses and texas		278.036.00
	Shareholders' equity		3,387,316,74
	Represented by:		
	Share capital. Share premium account.	: 	24,856,950.00 59,091,360.00
	Legal reserve	•	6,150,000.00 354,604,560.62
	Reserve for own shares held	:	78,364.70
	8300)3 Kd 100/		888,150.42
	Less: First assets' distribution:	-	445,669,385.74
	Cash payment (coupon Nr 17) Republic New York Corporation shares	33,132,200.00	÷
	(coupon Nr. 18)	396,725,294.00	
	Cash payment (coupon Nr. 19)	12,424,575.00	442,282,069,00
	Not.		3,387,316.74
 _		`	·

U.S. \$175,000,000 Floating Rate Certificates due 1990 Payable solely from the proceeds of a loan made to



Istituto per lo Sviluppo Economico Dell'Italia Meridionale

For the six months 14th November, 1988 to 15th May, 1989 the Certificates will carry an interest rate of 9% per annum with a coupon amount of U.S. \$455.00 per U.S. \$10,000 Certificate payable on 15th May, 1989.

Bankers Trust Company, London

Agent Bank



The Chase Manhattan Corporation U.S. \$250,000,000

Floating Rate Subordinated Notes due 2000 For the three months 14th November, 1988 to 14th February, 1989 the Notes will carry an interest rate of 81%% per annum with a coupon amount of U.S. \$228.40 per U.S. \$10,000 principal amount, payable on 14th February, 1989.

Bankers Trust Bankers arus. Company, London

Agent Bank



Nacional Financiera, S.A. U.S. \$150,000,000 Floating Rate Notes due 1990

for the six months 14th November, 1988 to 15th May, 1989 the Notes will carry an interest rate of 94% per annum and Coupon Amount of U.S. \$461.32. The relevant interest payment date will be 15th May, 1989.

Company, London

Agent Bank



Sparekassen Bikuben (A Savings bank established under Danish Banking Law)

U.S. \$45,000,000

Floating Rate Subordinated Notes due 1996 Holders of Floating Rate Subordinated Notes of the above issue are hereby notified that for the interest period from 16th November, 1988 to 16th May, 1989 the following information will apply:-

1. Rate of Interest

9%% per annum

2. Coupon Amount:

US\$461,93

3. Interest Payment Date: 16th May, 1989

Bank of America International Limited



ジング シスト 直は後熱療性は ジャーデビ

INTERNATIONAL COMPANIES AND FINANCE

Dowty decides to sell coal mining equipment offshoot

By Clare Pearson in London

Series White College

iat chief

grees to

Striction

Alast Filedman Th

the same of the sa

And the second s

buckers se-Spinist Committee

Control of the Contro

ore the the Comme

A CONTRACTOR OF THE

UIDATION

Cal pay

DOWTY GROUP, the UK DOWTY GROUP, the UK engineering group, yesterday ended long-running speculation about its intentions towards its mining equipment division by announcing it was negotiating to sell the business, one of the biggest suppliers to the world's long wall coal mining industry.

Dowty, which also disclosed it is in talks to sell two small hydraulics businesses, said discussions which could lead to the sale of the mining division were taking place with a num-

were taking place with a number of parties, including its management. Negotiations were at an early stage.

In a weakening London stock market, Dowty's shares closed 20 lower at 2250.

stock market, Dowrys snares closed 2p lower at 225p.

A sale had looked increasingly likely over the past two years. World demand for coal mining equipment is slack and Dowty has been concentrating on developing its defence, elec-tronics and information tech-

and conveyors for long wall mining – the dominant type of production in the UK, which involves a machine like a huge bacon slicer ripping the fuel from a long wall of coal. But analysts said there were

few obvious third party candidates to buy the business. They suggested a management outcome. A spokesman for offer from Gandalf Technolo-Dowty said: "In many ways, gies of Canada.

this would be the nicest out this would be fhe nicest outcome, but we are looking at a
number of options."

He said the combined net
assets of the mining division
and 'the two much smaller
hydraulics concerns were
between £50m and £80m. Analysts suggested a price tag of
between £80m and £90m might
be in view.

The mining division made operating profits of £10.7m, against a group total of \$71.8m in the year to end-March. Its turnover was \$144m out of a group total of \$524.8m.

The hydraulics companies, with a combined turnover of between £15m and £20m, are believed to have been just in profit in the last financial year.

After the sale of the hydrauhier the saie of the hydrau-lics husiness, Dowty's indus-trial division will comprise, aside from the dominant poly-mer engineering side, its marine hydrojet power units business and Norson, a joint venture that makes systems for the offshore industry.

Dowty's aerospace division

recently won a £300m contract to supply landing-gear equip-ment for Airbus Industrie, the European airline consortium. In July, it expanded its information technology interests with the £80m agreed takeover of CASE, the computer networking group facing a hostile

Unilever profits up 14% to £410m

By Christopher Parkes, Consumer Industries Editor, in London

UNILEVER, the Anglo-Dutch consumer goods and food group, yesterday produced a 14 per cent increase in third-quar-ter pre-tax profits of £410m (\$738m). In line with most London forecasts, the group man-aged a 7 per cent rise in sales to £4.49bn.
The result brought pre-tax

profits for the nine months to September 30 to £1.13bn, up 11 per cent, on sales which rose 5 per cent to £13bn. Margins improved again, thanks to the continuing lull in US marketing wars and increased manufacturing efficiency. In North America they

were up a full percentage point

at 10.1 per cent and rose from

8.6 to 9.3 per cent in Europe.

Margins in the rest of the world were flat at 10.2 per cent.

The only detectable blip, which upset some more ambitious City of London forecasts and is apported to prompt and is expected to prompt some reductions in full-year performance predictions, was an increase in interest costs because of higher financing charges in Latin America. Profit attributable for the

three months rose 14 per cent at constant rates of exchange. Operating profit for the quarter under review was 15 per cent higher at £432m, and 10 per cent better for the nine Improved margins were an

important factor in a 15 per cent rise in European operat-ing profits, the company said, with edible fats and detergents making a significant contribu-tion. Ice cream sales, which featured strongly in the second quarter's results, are also believed to have advanced

again.

In North America, where operating profits were helped to a 20 per cent increase by advances in speciality chemicals, the group is planning several new product launches in personal products and the Lipton foods business.

Arch-rival Procter & Gamble has introduced several US

can be expected to benefit when it follows suit. The marketing wars truce is still holding in North America. although Lever's Snuggle fabric conditioner has been under pressure from new variants on P&G's Downy and Bounce products. It responded last week with the launch of a citrus-scented Snuggle with a

Earnings per share for the quarter were 12 per cent higher at 11.9p, bringing the tally for the first nine months to 33.05p against 30.58p last year. The company announced an interim dividend of 3.89p com-pared with 3.54p last time. Lex. Page 26

price increases, and Unilever

erate product innovation, boost quality, improve cost struc-

tures and increase profitabil-

Analysts note that Nixdorf's

chase of Distillers shares. Guinness, which faces the Nixdorf forecasts steady profits on higher turnover

> Appeal, Guinness petitioned for leave to appeal to the House of Lords. The Law Lords' appeals committee has rejected the petition after examining the papers in the case, without giving any rea-sons, and refused the company

an oral hearing. The case concerned the purchase of £76m of Distillers

Guinness refused chance to appeal takeover ruling

By Raymond Hughes and David Waller in London

GUINNESS, the UK-based brewing and spirits group, has been refused the chance to make a final appeal to the Law Lords against a decision by the City of London Takeover Panel that the company broke the takeover code by its involve-ment in a concert party pur-

prospect of having to pay an estimated £100m (\$180m) to for-mer Distillers shareholders as a result of the panel's decision, said yesterday that it would now appeal through the panel's own appeal procedures. After unsuccessfully chal-

lenging the decision in the High Court and Court of

between Guinness and Argyll Group reached its climax.

The panel decided that Guinness had acted in concert with Pipetec in the purchase in breach of the UK takeover

Guinness contended in the courts that the panel acted unfairly and unlawfully in the way it reached its decision. The company complained that the decision had been reached on inadequate evidence, and that the panel had refused to adjourn its hearing until Department of Trade and Industry inspectors investigating the Guinness affair bad reported, or to give Guinness more time to prepare its

Although the panel's decisions are not legally enforceable, it can apply sanctions against companies defying its rulings by denying them "the facilities of the City", in particular corporate finance advice and possibly even a listing on the stock exchange.

Guinness refused to comment yesterday on the the detail of its appeal. Guinness sells California vineyards, Page 35

ganisation should help earn-ings by optimising revenues while saving on costs. each with worldwide responsirestructuring would increase Nixdorl's presence in key areas worldwide, provide customer bility for the types of customers it serves: banks, retailers,

NIXDORF, the West German computer group, has forecast at least steady profits in 1968 and a turnover increase of 11 per cent to DM5.6bn (\$3.2bn).
AP-DJ reports from Frankfurt.
The group also plans to decentralise its marketing operations to allow for a more global approach and to speed

product innovation.

Mr Klaus Luft, chairman, said he was still "unsatisfied" with current profit levels that have been mainly due to costs expanding faster than sales. But he said the marketing reor-

The group's steady profit would be sufficient to hold the dividend unchanged at the 1987 level of DM10. In 1987, Nixdorf

had net profit of DM264m on sales of DM5.1bn, Mr Luft said. Profits in the US have been growing at a 30 per cent pace this year as turnover is expec-ted to gain more than 10 per cent to about DM300m.

Nixdorf also announced it was dividing up its marketing operation into four divisions,

medium-sized businesses and institutions. The reorganisa-tion takes effect from January. The managers of the for divisions will report directly to Mr Arno Bohn, vice-chairman, and will be responsible for each type of customer world-wide. Nixdorf also said it was appointing management board member Albert Holler to direct

the strategically important US Mr Luft maintained that the plan fits into a trend among West German companies that have decentralised their often bulky marketing departments in order to cut away adminis-

trative buffers between prodshares by Pipetec, a Swiss company, in April 1986, as the £2.7bn battle for Distillers uct developers and the custom-

INFORMATION POWER FOR SYSTEMS · INFORMATION POWER FOR MICROS · INFORMATION POWER FOR PEOPLE · INFORMATION POWER FOR DATACENTRES

Ares-Serono increases net income to \$34.9m

Swiss-based pharmaceuticals group, yesterday reported a 42 per cent increase in net income to \$34.9m for the first nine months of 1988. Sales climbed 28.3 per cent to \$301m. Of Italian origin, Ares-Ser-

ono has its executive headquarters in Geneva, its operat-ing headquarters in Boston, US, and effects more than 70 per cent of its sales in Europe. In the third quarter net earnings rose 34 per cent to \$12.2m compared with the correspond-

By William Dullforce in Geneva

ARES-SERONO,

the ing period of 1987.
Sales, up 15.5 per cent to sed a 42 income italian regulation that makes traine patients covered by the national social security system
pay 20 per cent of the price of
ethical drugs, the group said.
Among the developments recorded by Ares-Serono in the third quarter are the acquisi-tion of Baker Instruments of Allentown, US, and the creation of the world's largest infertility treatment facility at

COMPANY

Notice of Special Meeting

NOTICE IS HEREBY GIVEN THAT a Special Meeting of Shareholders of thiCO LIMITED will be held in the Frontenec Ballroom, Convention Center, Harbour Castle Westin,

areholder rights plen which be-me effective on October 3, 1968

fering and, if thought Ruing the Company's 1989 Key ryess incentive Plan; and

Only holders of record at the close of erson who has acquired shares ent to October 31, 1988 will be antitied to vote auch aheres upon rail antitien request to that effect by Nov 29, 1988 to the Secretary of the Co.

By Order of the Scard of Din

TECK CORPORATION NOTICE TO

ART GALLERIES

LEGAL NOTICES

IN THE MATTER OF: THE COMPANIES ACT 1985

IN THE MATTER OF: STETZEL THOMSON & CO LIMITED

INDIA

The Financial Times proposes to publish this survey

20th December

For a full editorial synopsis and ivertisement details, please contact:

Hugh Sutton on 01-248 8000 ext 3238

or write to him at:

Bracken House 10 Cannon Street London EC4P 4BY

FINANCIAL TIMES

"How can I make yesterday's datacentre cope with tomorrow's strategy?"

il business is always ready to it is that more and more of today's most successful business is always ready to Predirect its management strategy dynamic organisations are making Datacentre Management towards new, more ambitious goals. Information Its datacentre is seldom so Power a adaptable. fundamental Wouldn't it be part of their helpful if, strategy for success. at times of change, you could "Send me the somehow inject a measured dose **Information Power**" of extra power into your datacentre?

INFORMATION POWER FOR PEOPLE - INFORMATION POWER FOR DATACENTRES - INFORMATION POWER FOR SYSTEMS - INFORMATION POWER FOR MICROS

Extra processing capacity? Extra technical backup? Extra contingency resources? Extra skills? Extra systems management?

Extra Information Power?

You can. Use this coupon now to get your copy of the new Datasolve management booklet on datacentres. You'll discover why

Name	
Position	
Organisation	
Address	
Talephone	·
Group Marketing, The Datasolve Group,	
Wellington House, 61-73 Staines Road West,	
Sunbury-on-Thames, Middlesex TW16 7AL.	DATASOLV
Telephone: 0932 785566 (Ext: 2581). A THORN Software company.	The power to manage succe

FT GUIDE TO WORLD CURRENCIES

The table below gives the latest available rates of exchange (rounded) against four key currencies on Monday November 14,1988. In some cases the rate is nominal. Market rates are the average of buying and selling rates except where they are shown to be otherwise. In some cases market rates have been calculated from those of foreign currencies to which they are tied.

COUNTRY	£ STG	US \$	D-MARK	YEN (X 100)	COUNTRY	£ STG	US S	D-MARK	YEN CX 100)	COUNTRY	£ STG	US 5	D-MARK	YEN CX 100)
Afghanistan (Afghani) Albania (Lea) Algeria (Dinar) Andorra (Fr.Fr)	99.25 10.0532 11.5727 10.7775	54 8797 5 5588 6.3990	31 4580 3.1864 3.6660	44.4568 4.5031 5.1837	Greenland (Danish Krose) Grenada (E Carr S) Guadaloupe (Local Fr) Guam (US S)	4.87	6.7403 2.6928 5.9593 1	3.8637 1.5435 3.4160 0.5732	5.4602 2.1814 4.8275 0.8100	Philippines (Pesa)	59.530 898.68a 36.90	32.9167 496.9200 20.4036 0.5529	18.8664 284.8431 11.5957 0.3169	26.6651 402.5442 16.5285
(Sp Peseta)	208.05	5 9593 115.0400	3 4160 65.9429	4 8275 93.1914	Guatemala (Quetzal)	1.8085 4.9610	2 7431	0,5732 1.5724	0.8100		1.00 2.8150	1,5565	0.8922	0.4479 1.2609
Angola (Kwanza) Antigoa (E Carr S) Argentina (Austral) Aruba (Figrin) Australia (Aus S)	4.87 22.7573	29.6298 2 6928 12.5835 1.7855 1.1752	16.9843 1 5435 7.2130 1.0235 0.6736	24.0024 2.1814 10.1936 1.4464	Guinea (Fr) Guinea-Bissau (Peso) Guyana (Guyanese S)	541.200 1172.600	299.2535 648.3826 8.9742	171.5372 371.6640 5.1442	242.4188 525.2407 7.2698	Poland (Zioty) Portugal (Escudo) Puerto Rico (US 5)	1.6065	475.5322 144.6779	272.5832 82.9318 0.5732 2.0847	385.2183 117.2004 0.8100 2.9462
Austria (Schilling) Azores (Port Escudo) Bahamas (Bahama S)	22.185 261.65	1.1752 12.2670 144.6779	7.0316 82.9318	1.4464 0.9520 9.9372 117.2004 0.8100	Halti (Gonde) Honduras (Lempira) Hong Kong (HKS) Rangary (Forint)	14.0750	4.9875 1.9950 7.7826 51.8746	2.8589 1.1435 4.4611 29.7354	4.0403 1.6161 6.3045 42.0225	Qatar (Riyal) Reunion is, de la (F/Fr) Romania (Leu)	6.5775 10.7775 14.781 134.7832	3.6369 5.9593 8.1725 74.5276	3.4160 4.6846 42.7205	4.8275 6.6203 60.3732
Bahrain (Diner) Balearic Is (Sp Peseta)	0.6610 206.05 56 20	0.3765 115.0400 31.0754 2.0063	0.5732 0.2158 65.9429 17.8129 1.1500	0.5100 0.3050 93.1914 25.1755 1.6252	keland (Icelandic Krona) India (Indian Rupee) Indonesia (Ruptah)	82.62 26.80 3124.435	45.6842 14.8189 1727.6389	26.1870 8.4944 990.3122	37.0078 12.0044 1300 5220	Rwanda (Fr) St Christopher (E Corr S) St Helena (E) St Lucia (E Carr S)	4,87 1.00 4.87	2.6928 0.5529 2.6928 5.9593	1.5435 0.3169 1.5435 3.4160	2.1814 0.4479 2.1814 4.8275
Belgium (Belg Fr)	66.10c 66.75g	36.5496 36.9090	20.9508 21.1568 1.1435	29.6080 29.8992	iran (Rial) iraq (Iraq! Dinar) irish Rep (Punt)	122.75 0.5586 1.1815	67.8739 0.3088 0.6533	38.9064 0.1770 0.3744 0.9141	54.9832 0.2502 0.5292 1.2918	St Vincent (French Fr)	10,7775 4.87 2349.90 132.5846	5.9593 2.6928 1298.8664 73.3119	3.4160 1.5435 744.5324 42.0236	2.1814 1052.1836
Benin (CFA Fr) Bermuda (Bermudian S) Bhutan (Ngultrum)	3 6080 538.88 1.8085 26 80	1.9950 297.9706 1 14.8189	170,8019 0.5732 8.4944 1.4695	1.6161 241.3796 0.8100 12.0044 2.0767	Italy (Lira) Nory Coast (CFA Fr)	2.8840 2349.00 538.88	1.5946 1298.8664 297.9706	744.5324 170.8019	241.3796	Sandi Arabia (Riyal) Senegal (CFA Fr) Sevelelles (Ruger)	6.7640 538.88 9.4800	3.7401 297.9706 5.2419 32.7896	2.1438 170.8019 3.0047 18.7955	59,3883 3,0297 241,3796 4,2463 26,5621
Botswana (Pula) Brazil (Cruzado) British Virgin Is (US S)	3.4875 924 825 1.8085	14.8189 2.5636 1.9283 511.3768	1.4695 1.1053 293 1299 0.5732 1.1171	2.0767 1.5621 414.2553 0.8100 1.5787	Jordan (Jordanian Dinar)	0.8315	5.3815 123.4448 0.4597	3.0847 70,7606 0.2635	4,3594 100 0,3724	Sierra Leone (Leone) Singapore (S) Solomon is (S) Somali Rep (Shilling)	59.30 3.5245 3.7389 440.1760	32,7896 1,9488 2,0674 243,3928	18.7955 1.1171 1.1850 139.5169	26.5621 1.5787 1.6747 197.1673
Burkino Faso (CFA Fr) Burma (Kyat)	1 4669 538 88 11.2754	1.9488 0.8111 297 9706 6.2346	1.1171 0 4649 170 8019 3 5738 84 3403	1.5787 0.6570 241.3796 5.0505 119.1909	Kampuchea (Rief) Katya (Kenya Shlillog) Kiribati (Australiao S) Korea North (Won)	180.85 32.40 2.1255 1.7499 1258.68	100 17.9153 1.1752 0.9675	57.3217 10.2694 0.6736 0.5546 398.9477	81.0078 14.5128 0.9520 0.7838 563.7984 0.2262	South Africa (Rand) Spain (Peseta)	4,3468c 6,7005g 208.05	2.4035 3.7050 115.0400	1.3777 2.1237 65.9429	1.9470 3.0013 93.1914
Burundi (Burundi Fr) Camerson (CFA Fr) Canada (Canadian S) Canary is (Sp Peseta)	200 0434 538.88 2.2235 208.05	147.1351 297.9706 1.2294 115.0400	170,8019	241,3796	Kuwait, (Kuwaiti Dinar)	0.50505	0.9675 695.9800 0.2792 428.9300 548,1780	945.8700 314.2250	0.2262 347.4669 444.0671	Curinam (Culidae)	208.05 59.90 8.1180 3.2201	115.0400 32.5684 4.4888 1.7805	65,9429 18,6687 2,5730 1,0206	93.1914 26.3829 3.6362 1.4423
Cp Verde is (CV Escudo) Cayman is (CI S) Cent_Air. Rep (CFA Fr) Chad (CFA Fr) Chile (Chilean Peso)	131 6379 1,4973 538.88 538.88 448.53 6,7389	115 0400 72 7884 0 8279 297 9706 297 9706 248 0121	65.9429 41.7235 0.4745 170.8019 170.8019 142.1648	93.1914 58.9643 0.6706 241.3796 241.3796 200.9092	l i Hhas II i Invent Dinate)	2.6475	2.4035 1 0.2815 1.4639 36.5496	1.3777 0.5732 0.1613 0.8391 20.9508	1.9470 0.8100 0.2280 1.1858 29.6080	Swaziland (Lilangeni) Sweden (Krosa) Switzerland (Fr) Syria (E)	4.3468 11.0000 2.6475 37.8840	2,4035 6,0823 1,4639 20,9477	1.0206 1.3777 3.4865 0.8391 12.0076	1.4423 1.9470 4.9272 1.1858 16.9693
Colombia (Coi Peso) Comoro is (CFA Fr) Congo (Brazz) (CFA Fr) Costa Rica (Colon) Cuba (Cuban Peso)	6.7389 589 80 538.88 538 88 142 2454 1.3739 0.8350	3.7262 326.1266 297.9706 297.9706 78.6538 0.7596 0.4617	2 1359 186.9413 170.8019 170.8019 45.0857 0.4354 0.2646	3.0185 264.1881 241.3796 241.3796 63.7157 0.6154 0.3740	Matao (Partaca) Madeira (Port Escudo) Malagasy Rép (MG Fr) Malawi (Kwacha) Malaysia (Ringgit) Maldive is (Ruffya)	14.5121 261.65 2123.50 4.5990 4.8575 15.8752	8.0243 144.6779 1174.1774 2.5429 2.6659 8.7781	4.5997 82.9318 673.0586 1.4576 1.5396 5.0317	6.5003 117.2004 951.1758 2.0600 2.1758 7.1109	Tahwan (S) Tanzania (Shilling) Thailand (Baht) Togo Rep (CFA Fr) Tonga is (Pa Anga) Trinidad/Tobago (S) Tunisia (Diaar)	50.975 216.00 44.70 538.88 2.1255 7.6670 1.5844	28.1863 119.4359 24.7166 297.9706 1.1752 4.2394 0.8760	16.1568 68.4627 14.1679 170.8019 0.6736 2.4301 0.5021	22.8331 96.7525 20.0223 241.5796 0.9520 3.4342 0,7096
Czechoslowakia (Koruna)	9.50c 16.54i 15.93t	5.2529 9.1457 6.8084	3 01 10 5.2424 5.0491	4 2553 7.4087 7.1354	Maii Rep (CFA Fr) Maita (Maitese £) Martinioue (Local Fr)	538.88 0.5900	297,9706 0.3262 5.9593 78,7635 13,3259	170.8019 0.1870 3.4160 45.1485 7.6386	241.3796 0.2642 4.8275 63.8046	Turkey (Lira) Toris & Calcus (US S) Turalu (Australian S)	3064.39 1.8085 2.1255	1694.4373 1 1.1752	971_2805 0.5732 0.6736	1372.6270 0.8100 0.9520
Denmark (Danish Kroner) Dilbouti Rep (Djib Fr) Dominica (E Carrib S) Dominican Rep (D Peso)	319.00 4.87	6.7403 176.3892 2.6928 6.3341	3 8637 101.1093 1.5435 3 6308	5 4602 142.8891 2.1814 5.1311	Mexico (Mexican Peso)	4127.35a 4071.63d 10.7775	2282_1951 2251_3851 5.9593	7.6386 1308.1933 1290.5324 3.4160 3.4160	10.7950 1848.7569 1823.7984 4.8275 4.8275	Uganda (New Shilling) U A E (Dirham) United Kingdom (E) United States (US S) Vivigally (Peso) USSR (Rouble)	269.8656 6.6243 1.00 1.8085 758.58 1.0812	149.2206 2 3.6628 0.5529 1 419.4525 0.5978	85_5358 2.0996 0.3169 0.5732 240.4374 0.3426	120.8804 2.9672 0.4479 0.8100 339.7894 0.4843
	712.13c 842.47a	393.7683 465.8390	225.7147 267 0269	318.9832 377.3661	Mongolia (Tugrik) Montserrat (F Carr 5)	6.0533 4 B7	5.9593 3.3471 2.6928	1.9186 1.5435	2.7114 2.1814	Vannatu (Vate)	182.50	100.9123	57.8446	81.7469
El Salvador (Colog) Equat I Guinea (CFA Fr)	4 1850 9.0200 538 88 3.7052	2.3140 4.9875 297 9706 2.0487	1.3254 2.8589 170.8019 1.1743	1.8745 4.0403 241.3796 1.6596	Mamibia (S.A.Rand)	14.63 1129.6648 4.3468 2.1255	8.0895 624.6418 2.4035 1.1752	4.6370 358.0554 1.3777 0.6736	6.5531 506.0088 1.9470 0.9520	Venezuela (Bolivar)	2349.00 26.1580e 13.5300o 65.5754i	1298 8664 14.4639 7.4813 36.2595	744.5324 8.2909 4.2884 20.7845	1052,1836 11,7169 6,0604 29,3730
	1.00 12 1900 2 5213	0.5529 6.7403 1.3941 4 1321	0.3169 3.8637 0.7991	0 4479 5.4602 1 1293 3.3473	Nepat (Nepatese Rupee) Netherlands (Guilder) N'nd Antilles (A/Guilder) New Zealand (NZ S)	43.2960 3.5575 3.2292 2.8150	23.9402 1.9670 1.7855 1.5565 319.2037	13.7229 1.1275 1.0235 0.8922	0.9520 19.3935 1.5935 1.4464 1.2609		663.872 1.8085 1.8085	367.0843 1	210.4190 0.5732 0.5732	297.3670 0.8100 0.8100
France (Fr) Fr Cty/Africa (CFA Fr) Fr Guiana (Local Fr)	7.4730 10.7775 538 88 10.7775 194.00	5.9593 297 9706 5.9593 107.2712	2.3686 3.4160 170.8019 3.4160 61.4896	4.8275 241.3796 4.8275 86.8980	Nicaragua (Cordoba) Niger Rep (CFA Fr) Nigeria (Naira)	577.28 538.88 8.5762 11.9625	319.2037 297.9706 4.7421 6.6145	182 9730 170,8019 2 7182 3.7916	258.5800 241.3796 3.8415 5.3583	Yemen (Rial) Yemen PDR (Dinar)	3.7800 18.52 0.6188 7327.41	2.0901 10.2405 0.3421 4051.6505	1.1980 5.8700 0.1961 2322,4754	1.6931 8.2956 0.2771 3282,1545
Gabon (CFA Fr) Gambia (Dalasi) Germany East (Ostmark)	538 88 12.2057 3 1550 3 1550	297 9706 6.7490 1.7445	170.8019 3.8686	241.3796 5.4672 1.4132	Oman (Rial Omani) Pakistan (Pak, Rupee) Panama (Balboa)	33.20 1.8085	0.3845 18.3577 1	0.2204 10.5229 0.5732	0.3115 14.8712 0.8100	Zaire Rep (Zaire) Zambia (Kwacha)	403.33 17.25 3.4400	223,0190 9,5382 1,9021	127.8383 5.4675 1.0903	180.6629 7.7267 1.5408
Germany West (DMark) Ghana (Ced)) Gibraltar (Gib E) Greece (Drachma)	415 84 1 00	1.7445 229.9364 0.5529 143.7655	131.8034 0.3169 62.4088	1.4132 186.2665 0.4479 116.4613	Papua New Guinea (Kina)	1.4897 577,280 1831.06a	0.8237 319.2037 1012.4744	0.4721 182.9730 580.3676	0.6672 258.5800 820.1836					

TRADE INDEMNI



The securities reterred to below have not been registered under the United States Securities Act of 1933, as amended, and may not be offered, sold or delivered directly or indirectly in the United States of America or to United States persons. These securities having been sold, this announcement appears as a matter of record only.

November 1988

General Electric Company

(Incorporated in the State of New York, United States of America)

ECU 150,000,000 7⁵/₈ per cent. Notes due 1992

Bankers Trust International Limited

SBC1 Swiss Bank Corporation Investment banking Kidder, Peabody International Limited Banque Bruxelles Lambert S.A. **Banque Paribas Capital Markets Limited**

Swiss Volksbank Crédit Lyonnais

Union Bank of Switzerland (Securities) Limited Amsterdam-Rotterdam Bank N.V.

Julius Baer International Limited Bayerische Hypotheken- und Wechsel-Bank

Banque Générale du Luxembourg S.A.

BNP Capital Markets Limited

Credit Suisse First Boston Limited

Fuji International Finance Limited

Kredietbank International Group

Kuwait International Investment Co. s.a.k.

Mitsubishi Finance International Limited

Société Générale

Banca Unione Di Credito HandelsBank NatWest

Banque Privée Edmond de Rothschild S.A. Schweizerische Hypotheken- und Handelsbank

INTERNATIONAL CAPITAL MARKETS

Hambros to expand trade in Australian securities

By Chris Sherwell in Sydney

HAMBROS BANK, the UK merchant bank prominent in the Euro-Australian dollar bond market, has made a strategic decision to enter Austra-lia's domestic fixed interest securities market.

The move represents an important extension of its existing business in the off-shore Australian market to the domestic base which underlies it. In the process it adds a sig-nificant new player to the local capital market.

Hambros says it will concentrate on the country's fledgling A\$4bn corporate bond market and the A\$40bn semi-government bond market, and not become involved in the A\$35bn market for federal government debt, where margins are nar-row and capital requirements would be heavier.

Mr Adrian Bell, an executive director of Hambros, said yes-terday: "We see two completely

disconnected fixed rate Australian dollar markets, and nobody is arbitraging between them. Borrowers don't see them as alternatives. Investors don't either."

In between, he said, financial institutions tended to be expert in one or the other, rarely operating between the two. "The yield differentials are quite staggering on occasions," he declared. "And we will be capable of showing investors and ble of showing investors and borrowers both sides of the equation."

Over the past six to 12 months, according to Mr Bell, interest in domestic Australian dollar securities has widened, with up to one-third of outstanding semi-government paper now in overseas hands.

"The Australian currency and high coupon over the past three years has driven itself into the brains of the interna-tional investor, so that now

they regularly keep a small portion of their portfolio in Australian dollar securities."

Australian dollar securities.

The new operation is designed to top this interest, and the semis will be the initial focus of interest. The flood of issues on the newly-emergence of the semistance of the semist ing corporate bond market has further encouraged the move, and Hambros expects its arrival to help liquidity in a market which has temporarily over-reached itself.

The bank even sees advan-tage for its existing business, because the move is a necessary step to extend its considerable distribution network to Australia. The expansion will take effect in January. It will involve the employment of between 12 and 15 people, the

bulk of them in Sydney.

The main competition will come from institutions like Dominguez Barry Samuel Montagu, Bain & Co, First Boston and Chase AMP.

Nippon Credit in venture with ex-Hutton traders

NIPPON CREDIT Bank, the Nippon Credit said.

Japan's third biggest long term In addition to fixed income

NIPPON CREDIT Bank, Japan's third biggest long term credit bank, is setting up a joint venture with eight former E.F. Hutton executives to form a securities company in the US. Reuter reports.

The venture, which will trade in Treasuries, municipal bonds and agency debt, will begin with \$50m of capital, 85 per cent of which will be put up the bank. The eight American individuals will supply the remaining 15 per cent.

The eight have operated an investment advisory service the Nippon Credit said.

In addition to fixed income trading and market-making, the firm will provide investment advisory services to US and Japanese clients. Mr Mark Kessenich will be chief executive and Mr Akihiko Takeuchi, deputy president of Nippon Credit said.

In addition to fixed income trading and market-making, the firm will provide investment advisory services to US and Japanese clients. Mr Mark Kessenich will be chief executive and Mr Akihiko Takeuchi, deputy president of Nippon Credit said.

In addition to fixed income trading and market-making, the firm will provide investment advisory services to US and Japanese clients. Mr Mark Kessenich will be chief executive and Mr Akihiko Takeuchi, deputy president of Nippon Credit said.

In addition to fixed income

investment advisory service since Shearson Lehman to learn about the US securities business from highly skilled investment bankers,"

portfolio management in a move from retail brokerage. Brothers bought E.F. Hutton
Shearson may add execulast year. "The link allows us tives eventually to manage money and handle private banking. The Bahrain office was opened by Hutton in 1980.

Kuwait SE to list foreign companies

THE KUWAIT Stock Exchange plans shortly to list foreign companies as part of plans to revitalise trading. According to Reuters, two international companies have applied for a listing and have met the

exchange's requirements.

Mr Hisham al-Oteibi, the exchange's general manager, declined to identify the compa-nies but officials said one was the London-based United Bank of Kuwait.

Registration on the exchange, which lists 52 Kuwaiti and Gulf companies, has been limited to those registered in Kuwait and other Gulf states. It will now accept any company meeting existing financial conditions quoted on a leading world exchange.

FT INTERNATIONAL BOND SERVICE

-		INIERNATION	AL BUND SERVICE	
7	Listed are the latest internation	onal bonds for which there is	an adequate secondary market.	
1	US DOLLAR	Classes on	Closing prices on November 1 Change ou	٩
1	STRAIGHTS Isse Abbey National 7½ 92 21	ed Bid Offer day week Yield	YEM STRATGHTS Issued Bid Star by week Yield	
1	Abbey National 7½ 92	50 1954 964 +04 -04 10.24	8eigium 4% 94	i
4	A/S Eksport/Inare7% 93 10	00 1934 934 +04 -04 9.31	Canada 44 92	•
1	Barc. Bk. Fin. 104 89	00 1100% 101% +0% +0% -9.07	ireland 5½ 93	í
:1	B.F.C.E. 7 92	50 934 935 -04 -04 9.25	Norezy51, 95	
	British Telecom 7 ⁵ , 96	50 195% 96% +0% -0% -9.70	Sweden 44 93ta	í
٤	Canada 9 96	00 99 99% -0% -0% 9.13	World Sank 5½ 92	١.
	CCCE74 91 11	3 1941 95 104 -04 9.24		
	British Telecom 75, 96	XX 991, 991, 0-01, 9.37. XX 995.1006-04-05 6.40	OTHER STRANSITS Issued Bid Office my week Yield	-
	Credit Lyonnais 9 91 20	0 994 994 +04 -04 9.15	OTHEN STRABLISTS Examine 1 20 6072 day week Yield Albert Mix. BS. 10 4 93 5	••
	Credit National 54 93 20	N 95 95 10 1 10 10 1 9 24 1	** Ald BK Red 54 93 FL 200 994 994 104 104 5.87	
1	Credit National 74 91	0 945 955 +05 -05 9.22	Amro Sank 64, 92 FC	•
-	Denmark 74, 92 50	0 931 941 +01 -01 9.38	Barc. 8k. 104, 97 £	
1	E.E.C. 791 10	0 94% 94% 0-0% 9.09	BP Capital 94, 93 6	
	E.E.C. 890	0 1983 983 103 -03 8.86	Butwingna-Tet. 61, 93 FL 100 1005 1011 101 0 6.14	•
- 1	E.I.B. 7% 93 10	0 93½ 94½ 0-0½ 9.18 0 995 1002 -02 -05 9.38	C.I.S.C.MOT.104 Y.J.C 100 1997 1001 -014 -014 10.72	
- 1	Elec. De France 9 98	0 965 974 0-14 9.50	Conn Cir Rahn 61 93 Fl 100 100 1011 1011 101 101 100	
-	Finland 7%, 97	0 90% 91 0-1% 9.56 0 93% 93% 10-0% 92%	Coop. Cir. Rabo. 6 92 Fl	
1	Fina.Exp.Cd. 81 ₂ 92 20	0 975 984 -04 -04 9.24	Dixons 11 95 £	
1	Ford Motor Credit 8 91	0 1964, 974, -04, -04, 9.44 0 1004-1005, -04, -04, 10.17	Dest. Bk. Aust. 12% 95 AS. 70 99% 100% -0% -0% 12.71 Eastman Kodak 13 90 AS. 100 97% 97% 0 014.59 E.I.B. 7 96 LF7. 100 97% 98% 0 0 7.31	
1	G.M.A.C. 889 25	0 983 993 0+14 0.09	E.I.B.796tFr	
- [Halifax BS 9 12 93 200	0 1994 1004 104 -02 9.47	ELIB. 794 F. 100 974 974 0 014.59 ELIB. 794 F. 100 974 984 0 0 7.31 EME. France 104 95 CS	
-1	IBM Credit Corp. 8% 91 250	991 991 101 0 9.12	Fed. 845. Dv. 8k. 9k. 92 C5 75 1981 985 -01 -01 10 28	•
1	L.T.C.B of Japan 8 91	96% 97% +0% -0% 9.31	Ford Cr. Cam. 10 \(\frac{1}{2} \) 93 C\$	
ı	LT.C.B.of Japan 8 97 200	905 91+05-05 9.68	6.MAC 91 93CS 150 1971 977 -01 -01 10.41	
-[Metropolis Takyo 9 2 93 200	100% 101% +0% -0% 9.15	G.M.A.C.Aus.Fir.1490 AS 50 99% 180% -0% -0% 13.95	
1	Morgan Guaranty Tst. 7 90 150) 97¼ 97½ 0+0½ 9.24) 98½ 90 1.41 9.00	Hallfax 85 103, 97 £	
İ	Pepsico inc 7 3 93 200	1924 92% -04 -14 9.44	inv.industry int.10 93 £	
ı	Prodential Cro. 8 k 94	ያ 974 974 1 04 - 04 9.44 5 97% 98ኤ ሰ-0% 9.17	Lloyds Bank 10 4 98 £	
ı	Qantas Airways 10 3 95 140	1035 1044 -04 -012 9.54	Nat. West. Bk. 131, 92 AS 50 1991, 1991, 10 -01, 13.29	•
4	State 8k S Aust 9 4 93	99 99 20 0 -0 4 9.29	Ford Cr. Can. 103, 93 CS. Gilletta Can. 93, 93 S. G. M.A.C. 93, 93 CS. G. M.A.C. 93, 93 CS. G. M.A.C. 94, 93 CS. G. M.A.C. 94, 93 CS. G. M.A.C. 94, 92 CS. 75 1954, 95 10 -04, 10.41 75 1954, 95 10 -04, 10.41 75 1954, 95 10 -04, 10.41 75 1954, 95 10 -04, 10.41 76 1974, 973, -04, -04, 10.41 77 1974, -04, -05, 10.82 100 1003, 1013, 97 10.82 1	
1	Swed Exp Cred 7 4 91	19412 95 0-01 9.27	New Zealand 912 93 £ 100 95 9512 0 -01 10.86	
1	Sweden 7 91	944 954 0-04 9.03	Oesters. Ktbk. 13% 94 AS	
ı	Sweden 7 92 250	1937 943 +04 -04 9.15	100 101 0 + 01 7 - 49	
ı	Sweden 812 92 200	1984 99-04-04 8.88	Royal 8k.Scot.10 \(98 \) \(L	
ł	Victorian Rep 11% 92 150 World Bank 7 92 300) 1064,1064,—04,—04, 9,34) +944, 944, 0,—04, 9,08	Saskatchevan 97, 91 CS 150 1985 991 -01 -01 10 33	
ł	World Bank 9 97	975 984 0-14 9.35	World Bank 51, 92 FL 160 995 10014 +018 +014 5.78	
ı	Average price change On d	1 40 to 40 t	World Bank 131, 92 AS. 100 11003, 1011 - 014 -013 13.00 Zentraph. 131, 93 AS. 75 984, 994, -014 +015 13.55	
1	IBM Credit Corp. 8½ 93	Change on ·	FLOATING RATE	
1	DEUTSCHE MARK STRAIGHTS Aslan Dev. BK. 6-94	Bid Offer day week Yield	NOTES Spread Bld Offer Cuffe Cupp	
1	Avis Fin.SVS 5% 92	101 % 102 % 0 0 5.65 1100 5 101 -04 -04 5.61		
1	Bank of Tokyo 51, 93	1101 101 2 +04 0 5.41		
1	Commerzbank o/s. 5% 93 300	1997 1003 -04 -03 5,33	8/Hamla 5 93 £	
i	Degussa Int. 6 % 97	1001, 1011, 0-01, 5.95	Credit Foncier 98 U\$	
1	E1.8697	99 993 0 -01 6.09	EEC 3 92 DM 10 101 11 101 21 22/02 5.63 Hallfax BS 94 £ 1 99.95 100.00 8/02 12 29	
ı	E.I.B. 64: 97	1004 101 -04 -04 6.01 995 1004 0 -04 6.12	Halifax BS 94 £	
1	E.I.B. 63 95	1043 1054 -04 -04 6.03	Midland Bank 01 £ 1 96.00 97.00 11/02 11.41	
j	Eurofima 64 96	984 994 0 0 6.07 1003 1013 +02 +04 6.03	Milk Mkt. Brd. 5 93 6	
i	English States 34, 7/	981, 991, 0 0 5.93 98 981, 0-01, 5.55	Leeds Perm. 8/S. 94 £	
1		98 98½ 0-0½ 5.55 99½ 99½ 0+0½ 6.07 98 98¾ +0½ +0½ 5.68	Woohwich Egalt, BS. 93-5 01: 99 95 100 00 13/01 12 12	
L	Japan Dev. 8k. 5 ½ 95	98 98% +0½ +0½ 5.68 97 97% 0-0% 6.16	Weelwich 5 95 £	
	1/C12040 0-7 7/	1101 101 ½ -0¼ 0 6.30		
l	Malaysia 64. 94	1021 1021 0 +04 5.97		
L	Nippon Telg.&Tel. 6 95	9/5 985 -05 -05 6.28 101 101 5 0 0 6 00	Alcos 64 02 US 8/87 62 1014 1024 -14 22.49	
ľ	Oesters. Konthk. 5 93	985 994 +04 +04 5.26	Amer. Brands 71, 02 US 9/87 56,7 1025, 1035, -21, 9 54	
ł	Korea Der BK 6-5; 93	102% 103% 0 +0% 6.06	### Price Bid Office day Frenk Alcan 54; 02:US	
ŀ	Privatosaken 54 93 150 Roval incurance 51, 92 don	98 984 0-03 5.68	CBS. Inc. 502 US. 4/87 200 921 931 -15 8.57	
l	Soc Cent Muclear 74, 95	103% 104% +0% +0% 6.48	487 200. 921, 931, -11, 8.57 Fullton 39 US	•
I	Westib. Finance 5 93 200	97½ 98 0 0 6.93 199 99¼ 0 0 5.22	MCA Inc 51 02 US 19/87 69.62 82 83 -01 23.85	
ľ	World BK. 614 97 600	1004 100% 0-0% 6.13	Misselshi Bil.14, 02 US	
			Mitsail Triss 24 01 US 10/86 1903 1444 1451 -21 8.36 Next Pic 51 03 £ 11/87 4.3 991 1005 0 164 13	
- 1	SWISS FRANC STRAIGHTS Issued	Change on	700 304 1164 118L 40L 11 27	
Ţ	STRAIGHTS Africat Dev.Bk. 5 96	Bid Offer day week Yield 1100% 101% -012 -0% 4.84	One Table 25 02 15 487 1310 1771 1781 101 -313	
ľ	AST IRBIG 5 U.S.,	1101½ 102+0% +1 4,83 1985 99+06-07 464	Property 35 C2 US. 4607 64.75 65 66 -03 56.15 Red Berts 44:03 £ 1888 9.5 110 111 -03 7.43 Red Berts 47:02 £ 1887 5.4 913 923 403 17:37 Santah & San	
Į	B.M.W.Fin.Neth. 5 13 150	19612 97-04-04 5.24	74 100 1 100	
Į,	CIR, Int. W/W 3 93 125	17/4 9/4 0-04 4.77 1014 102 0-14 257	SARATRASERO DE USE 1089 441 99, 1001 -04 2388 FERSI NR. 24 02 US 987 REST 713 724 -14 6433 W.R. Graze De (12 US 987 REST 713 724 -14 6433	
1	Credit Lyonnais 43, 00	1984 984 0 +04 4.93	700 76.12 20 20 34.25 -1/2 34.20	
H	Fletcher Chail. 47 98	196 964 -01 -01 4.67	 No information available-previous day's price 	
1	African Dev. Bk. 5 96. 150 Asficas 5 03. 100 Asficas 5 03. 100 Asficas 5 03. 100 B. M. W. Fin. Neth. 5 13. 150 B. M. W. Fin. Neth. 5 13. 150 CiR. Int. W/W 3 93. 125 Deedit Lycanols 44, 00. 100 CiR. Int. W/W 3 99. 150 Fletcher Chail. 47, 98. 150 Leeds Perm. B/S. 44, 93. 100 Malaysta 54, 98. 150 Macowell Comm. Crp. 5 95. 150 Nactionwide Ang. B/S. 4 93. 200 Nationwide Ang. B/S. 4 93. 200 Nippon Telg. & Tel. 44, 95. 200 Nippon Telg. & Tel. 44, 95. 200 Desters: Kith. 5 03. 75	199 995 -04 0 4.72	1 Only one market maker supplied a price	
Į,	Malaysia 54 98 100	1762 784 0+03 4.47 1981 99+03 +03 5.42	Straight Bonds: The yield is the yield to redement an art and	
1	Maxwell Comm.Crp. 5 95 150 1	1001 101 +05 +11 4.84	Straight Bonds: The yield is the yield to redemption of the mid-price; the amount issued is in millions of currency units except for Yen bonds where it is in billions, Change on work a Change court selection.	
Į,	Nippon Telg. & Tel. 44, 95	1984 99 0 0 4.67	most parties	
Ĺ	Desters, Ktbk. 5 03	7001- 200301010101-	Floating Rate Notes: Departmented in dollars unless assessment	



wait SE to Toroign

inpanies

Stock Exch

Stark Either Comments of Stark Either Comments

in a tropic

Property Posts

a are only

موسري والناداء

er e inset

Called Contract of
to the second

The second

OECD cool on two-way securities pacts

By Norma Cohen

THE ORGANIZATION for Economic Co-operation and Development criticized progress on international securities regulation, saying that the bilateral approach most frequently used is likely to be ineffective.

effective. "Bilateralism clearly has its limitations since actions taken by governments which are not parties to an agreement may counteract the intent of a bilateral arrangement. A prolifera-tion of bilateral arrangements each with its specific characteristics could soon become incomprehensible," the OECD

In fact, the OECD says, since the stock market crash last year, little if any progress has been made on global coordination of securities regulation needed to prevent destabiliza-tion of the world's financial

The OECD report runs counter to the approach of the UK, which has been been pursuing bilateral agreements between its chief securities watchdog, the Securities and investments Board (SIB) and foreign regulators. So far, agreements have been signed with regulators in at least seven countries, including the US, Switzerland and West Ger-

While the UK has called for better coordination of securities regulation world-wide, it has opted for the bilateral agreements in the absence of a broader agreement within the European Community. The SIB has chosen to concentrate on finding a way to regulate for-eign firms operating in London within the context of the Financial Services Act.

Securities regulators have secured the most co-operation from each other in the arena of market manipulation, where law enforcement authorities have agreed to exchange infor-

But capital market develop-ments in several areas raise more complex regulatory issues that cannot be effec-tively addressed through bilat-eral agreements, the OECD report says.

For instance, with the spread

the most important trend to emerge in world capital marof increased cross-listing – the listing of equities on several international exchanges – investors are increasingly exposed to risks in each others' kets since the stock market crash last year is the strength-ening of the role of the syndi-cated loan market as a major source of international finance. This sector has been rising steadily for almost two years countries. A foreign concern operating in another country may offer investors the chance and has doubled so that total volume now accounts for about to buy shares of a company located in a third country, thus weakening the effectiveness of a quarter of all gross interna-tional borrowing flows.

home country regulation.
Also, the growth of world-wide screen-based trading of The OECD also noted that the recovery in new bond issues has continued apace international securities raises complex questions for regula-tors. "The question for regula-tors might be whether such systems do not already consti-tute over-the-counter markets in securities that ought to be supervised for investor protec-tion purposes."

Separately, the OECD says the most important trend to October 1987. Borrowing on external bond markets totalled \$172bn, about 15 per cent above the corresponding figure for

This development is remarkable given the poor state of the market a year ago and widespread pessimism about the market's capacity to deal with structural weaknesses

However, efforts have been made to offer more realistic pricing of issues and a response to demands for increased liquidity in the form of larger issue size. However, the OECD cautions that the most crucial indication of bond market strength will be in its performance in a stiuation of rising long term interest rates.

for CBOE index contract

By Deborah Hargreaves in Chicago

SOME 400 traders packed the new pit at the Chicago Board Options Exchange amid a great deal of razzmatazz last Friday for the launch of the first stock index futures contract since last October's market crash.

The CBOE 250 got off to an auspicious start on the day the Dow Jones Industrial Average posted its biggest drop in seven months on the stock market. With a first day vol-ume of 8.500 contracts traded, exchange officials predict an upbeat future for the product, which comprises the 250 mos heavily capitalised stocks on the New York Stock Exchange. But in a market already crowded with stock index

products jostling for the dwindling business that followed the crash, institutional traders are less sanguine about its chances of success. "The stock index market may be getting a little overdone.' commented one institutional trader.

The CBOE 250 is the first product of a joint venture between the CBOE and the neighbouring Chicago Board of Trade. The index futures trades on the floor of the options exchange next to the CBOE's S&P 100 and S&P 500 options contracts in an arrangement aimed at encouraging arbitrage and spread business between the two.

Mr Mike Razar, a CBOE market-maker, who co-chairs the two exchanges' joint ven-ture committee, said: "Never in history has a product been designed with a view to creat-ing so much liquidity through arbitrage against other con-tracts." Indeed, brokers were already trying spreads between the new contract and the S&P 500 index in the first half hour of trading on Friday. However, significant arbitrage business will have to wait for the development of deeper liquidity in the new contract and that would involve attracting institu-tional participation. Institutions have seen little need to

offset risk with stock index

contracts in the recent stock

market torpor.

Strong start | US auction decision depresses Treasuries By Janet Bush in New York and Norma Cohen in London

reopened yesterday after its payment day for last week's closure last Friday for Veter-quarterly refunding. closure last Friday for Veter-ans Day and reacted negatively to news that the Treasury will auction 30-year bonds on Thursday as well as to contin-ued dollar weakness.

ued dollar weakness.

By midsession, bond prices were quoted as much as % point lower at the long-dated end of the yield curve. The yield on the Treasury's benchmark long bond consolidated above 8 per cent quoted at 9 04 above 9 per cent, quoted at 9.04 per cent at midsession. To some extent, yesterday's weakness was in response to

GOVERNMENT **BONDS**

market events last Friday when the bond market was Industrial Average plunged and the dollar fell steeply.

The dollar recovered somewhat over the weekend. This helped bonds limit losses somewhat but the market was then undermined by news that the Treasury is to sell \$9bn in 30-year bonds on Thursday. Most bond dealers had expec-

ted the long bond auction to take place later on this month. The dollar remains a key issue. The market will be par-ticularly nervous this week because the Treasury will be looking for substantial foreign participation at the long bond auction and because the auction will take place the day after the September trade fig-

THE US Treasury bond market reflecting the fact that it is

WEST GERMAN government bonds closed unchanged to slightly lower as trading slowed ahead of this week's US trade data.

The Bundesbank announced details of a new Federal rail-way bond. The DM2bn 10-year bond has been assigned a 6% per cent coupon with an issue price of 99% for an effective yield of 6.41 per cent. In the grey market, the issue was seen bid at 1.125 less to less 1.20 per cent, giving it a yield of about 6.55 per cent, about of about 6.55 per cent, about equal to yields on mortgage

Dealers were slightly disappointed with the coupon, saying they had expected the issue to earn a slightly more generous coupon of 612 per cent.

The Bundesbank will announce today details of a 29-day "variable rate" repurchase agreement which will be offered to the markets in the US-style auction that has become characteristic in recent weeks. A fixed-rate DM11.7bn repurchase agreement is expiring today.

UK GOVERNMENT bonds closed unchanged to slightly higher although well below the day's best levels. Bond prices gave up ground after a larger Fed funds traded on the firm side yesterday morning, partly in October retail sales.

BENCHMARK GOVERNMENT BONDS

	Coupon	Red Date	Price	Change	Yield	Week ago	kionth aga
JK GILTS	13.500	9/92	109-28	+ 1/32	10 32	10.31	10 08
	8.750	9/97	94-00	-1/32	9.78	9 69	9 67
	9.000	10/08	99-12	+ 3/32	9 07	9.04	9 06
JS TREASURY	9.250	8/98	101-24	+ 7/32	8 97	8.90	8.75
	9.125	5/18	100-26	+ 1/32	9.05	8.96	8.86
APAN No 105	5.000	12/97	102.6002	-0.464	4.59	4.72	4.74
No 2	5.700	3/07	108 0438	-0.845	4.87	4.99	5.04
YNAMRE	6.500	5/98	102.6750	+ 0.075	6.40	6.37	6 43
RANCE BTAN	9.000	7/93	97.8561	-0 267	8.59	8.48	8.48
OAT	8.500	6/97	103.8500	-0.200	8 86	8.74	8.74
ANADA"	9.500	10/98	96 2500	-0.125	10.11	10.04	9.76
ETHERLANDS	6.500	7/98	101.1750	-0.100	6.37	6.36	6.26
USTRALIA	12.500	1/98	102.8548	-0.308	11.97	11.85	11.93
ondon closing, "d leids: Local mark				S, UK in :	-	thers in	

Japan plans to ease further market curbs

A JAPANESE government. committee has issued a report containing wide ranging pro-posals to ease official controls in various areas of business, including further deregulation of the financial markets, Reu-

ter reports.

The report says banks and securities houses, whose business is now strictly separated by law, should be allowed to expand into each other's areas against the background of fair

competition. It proposes that commissions on stock transactions charged by brokerages should be lowered to internationally competitive levels. And says restrictions on the conduct of foreign exchange business by securities houses should be

reviewed.

The committee submitted the proposals to the government's administration reform council yesterday. They will be passed to Prime Minister Noboru Takeshita in December, but the timing of their enactment remains uncertain. The report proposes expand-ing the market in short-term government paper such as 60-day financing bills and six-

month treasury bills (Tan-koku). It also calls for contin-

ued deregulation of interest

EQUITY GROUPS

& SUB-SECTIONS

stocks per section

Mechanical Engineering (57) Metals and Metal Forming (7) ..

22 CONSUMER GROUP (186)... 22 Brewers and Distillers (21) ... 25 Food Manufacturing (21) ... 26 Food Retailing (16) 27 Health and Household (12) ...

Leisure (30) ... 31 Packaging & Paper (17) 32 Publishing & Printing (19)

41 Agencies (19)..... 42 Chemicals (22)....

43 Conglomerates (12)...

45 Shipping and Transport (12) ... 47 Telephone Networks (2) 48 Miscellaneous (25)

49 INDUSTRIAL GROUP (488)

51 Oil & Gas (12).....

68 Merchant Banks (11) 69 Property (51) 70 Other Financial (31)

71 Investment Trusts (77) ... Mining Finance (2) .

British Gove

.... years گلِـُة 2 | 5-

5 All stocks .

1 | 5 years ...

99 ALL-SHARE INDEX.(710) ...

FIXED INTEREST

119.52 +0.06 119.45

136.85 +0.02 136.83

..[147.93] +0.11 [147.76]

. 169.34 -0.55 170.27

. 133.92 +0.04 233.87

130.72 +0.03 130.68

128.45 -0.04 128.50

128.41 -0.04 128.46

9 Bebentures & Laure 118.37 +0.44 128.37 8.78 30.53 16 Leans

87.12 -1.12 88.77 0.66 6.03 18 Prefe

1 CAPITAL GOODS (218).

4 Electricals (12) 5 Electronics (29)

rates on large time deposits.

Activity slow ahead of US trade figures

By Dominique Jackson TWO NEW issues in the Ecu

sector and an Australian dollar Europond were the sum total of primary market activity yesterday with secondary market activity subdued ahead of a whole range of US and UK economic statistics due out this week, focussing on tomorrow's US trade report for September. Trading was lacklustre in the fixed rate sector of the Eurodollar market with many dealers reportedly loath to unload paper while the dollar remained under pressure on the foreign exchanges. In the floating rate note market, attention was still fixed on the \$700m issue for Portugal, launched late last week by

Credit Suisse First Boston. The lead manager reported steady demand for the issue, particularly from Japanese banks which have not been especially active in the FRN market recently. Nevertheless, the deal was trading at 99.90 to 99.92, placing it just outside the level of its total fees.

The Portuguese treasury was reported to be pleased with the issue which offered the country a far better all in cost of funding than it would have been able to achieve through the banking market, enabling it to refinance a substantial amount of outstanding debt at a much lower rate. Less than

the Institute of Actuaries and the Faculty of Actuaries

-8.6

-1.1 +6.5 -1.3

+8.1 10.92

5.56 10.39

948.19

1795.54 1888.33 1398.92

536.59 5392:94 724.62 499.52 894.62

1063.81

1030.46 1237.18

956.73

1723.02

10,41 10,57 9,44 12,14 12,14 12,14 12,14 13,93 18,47 8,82 11,51 11,29 8,21 11,51 11,62 11,61 11,62 11,62

Monday November 14 1988

4.21 4.43 3.86 4.62

15.19 9.70 19.78 11.25 11.36 9.58

5.27 6.78 5.66 6.11 7.15 12.78 4.30 2.69 23.90 5.54

Day's Day's Day's Now Mov Change High (a) Low(b) 11 10

4 Medium 5 Coupons 6

1.43 Index-Linked
1.81 12 Inflation rate 5%
1.81 12 Inflation rate 5%
2.96 14 Inflation rate 10%

997.27 -8.6 - 4.53 - 27.96 943.42 954.67 954.19 846.89

AVERAGE GROSS REDEMPTION YIELDS

-8.4 1809.9 1776.5 1892.7 1826.2 1825.7 1848.6 1819.7 1684.7

-0.8 19.44 4.13 11.88 25.28 964.18 975.37 975.21 872.97

6.45 11.73 76.79 1720.61 1750.50 1742.48 1598.90

3.18 - 18.15 933.40 938.67 939.93 795.18 3.67 16.38 15.67 566.50 570.48 568.30 388.21 4.58 13.46 44.98 1488.45 1425.90 1424.83 569.10

Nor 9

9.80 9.31 8.97 10.19 9.54 9.21 10.32 9.66 9.25 8.91

2.87 3.59 1.79 3.43

11.15 10.93 10.70

Over 5 yrs... 5 yrs... Over 5 yrs...

5 years.... 15 years.... 25 years....

9.81 9.32 8.97 10.20 9.54 9.19 10.33 9.66 9.25 8.85

2.87 3.59 1.79 3.43

11.61 10.69 11.06 10.65 10.70 10.65

2.55 3.96 2.77 4.01

- 24.76 698.49 688.46 688.46 611.99
6.32 31.13 657.71 666.37 665.96 626.75
- 39.81 951.76 968.50 969.14 922.83
- 24.94 512.80 518.87 526.91 468.90
12.70 45.06 997.41 937.67 939.27 771.61
- 9.28 345.27 348.31 350.83 333.62
23.80 19.32 1239.81 1242.92 1241.95 927.93
12.21 13.04 345.45 369.39 348.78 379.47

FT-ACTUARIES SHARE INDICES

NEW INTERNATIONAL BOND ISSUES ECUs Halitax B.Society◆ 178/114 Banque Paribas 178/114 Banco di Roma Ferrovie dello Stato **AUSTRALIAN DOLLARS** 1434 10134 1990 114/34 County NatWest YEN

101 % 101 %

of growth are now among the highest in Europe while invest-ment, both domestic and for-eign, continues to be buoyant. Both inflation and the public

sector deficit have been signifi-

cantly reduced of late while its recent entry into the European

Community has given Portugal

an improved international pro-

file and access to numerous

to effect long overdue improve-ments to national infrastruc-

♦Final terms. a) Redemption linked to USS. b) Coupon in AS, redemption in yen at 100%. five years ago, Portugual was paying margins as high as 75 basis points over the London interbank offered rate on loans in the Portuguese economy over the last half decade. Rates of growth are now among the highest in Europe while investcompared with the five basis point margin offered on last week's FRN.

Skopbank(b)

The issue is expected to be supported by the paucity of supply of sovereign issues in

INTERNATIONAL BONDS .

the sector, many of which could be called over the next months. However, many dealers felt that the pricing of the issue was a little tight for a borrower which is generally placed in the single-A credit bracket although it has not formally sought a rating itself. This view was dismissed by several analysts who pointed to the rapid improvement seen

Index No.

Index No.

11.32 23.77 808.52 818.42 819.17 679.33 10.11 22.90 10.17.28 10.34.08 10.34.01 19.2.79 10.44 45.10 1572.70 1585.61 1587.88 1248.64 13.80 76.55 2365.91 2384.11 2376.32 1248.64 13.92 51.20 13.92 12.20 13.40 13.20 13.40 13.20 13.40 13.20 13.40 13.20 13.40

20.38 971.55 975.82 979.82 886.29 38.27 1287.56 1217.99 1220.52 1150.88

Year ago (approx

Totals

EQUITIES

London-based agency Euro-Ratings recently assigned its top E1+ short term rating to Portugal, covering among other obligations a \$500m Euro-commercial paper programme. Its long term debt carries EuroRatings AA- rating and it is expected that both the recent buildog issue and the

new FRN will also be assigned this rating. EuroRatings analysts said they expected perceptions of Portugal's credit to continue to improve.

The Halifax Building Society came to the Ecu sector with a

Ecul25m five year deal via

17g/114 DKB Int. 17g/114 Nippon Credit Int.

Banque Paribas Capital Mar-kets which reportedly won the mandate over several other houses which offered slightly tighter terms. The top building development funds, enabling it societies have been making efforts recently to improve their profile in Europe where many investors still harbour doubts about the precise nature of these credits. Mr Mike Ellis, treasurer of the Halifax said, "The widen-ing of our investment base is

fundamental to our wholesale funding strategy. The Ecu market, where there is particularly strong retail presence, is most important in this respect."

LONDON MARKET STATISTICS

RISES AND FALLS	YESTE	ERDAY	
British Funds Corporations, Dominion and Foreign Bonds	Rises 53 7 218	Falls . 36 8 847	San 2 3 51
Figancial and Properties	59 13	380 52	22

	406	1,527
LONDON RECEN	r iss	UES

Specified Spec											_	
F.P. 13 Amalgamated Fin. Wirmis. 4 -1 1026c 21.9 4.4 0.1	lse:					Stech	(Integ	+ =	Het.	500	6-ces	PE
F.P. \$361 \$241 \$480 to Watch Prof. \$30 \$24 \$48 \$150 \$25	·max			Sigh	(me	<u> </u>	HILL	<u> </u>	UW.	•	, and	~
	· 1000 -	F.P.P.P.P.P.P.P.P.P.P.P.P.P.P.P.P.P.P.P	25/11 16/11 8/12 25/11 3/11	105 17 62 8 197 128 101 193 178	154 121 99 155 5 143 96 186 187 9	American Int'l Grp. 22.5 «Aponilo Waster Prods. 39 «Schert-Lein Groep 59 «Chert-Lein Groep 59 «Chert-Lein Bernette St. 91 «Chert-Lein Bernette	100 100 100 100 100 100 100 100 100 100	1 124	R3.5 R4.2 L4.2 F6.0 R4.28 R1.28 L1.5 L2.5 R2.1 R2.1	29 29 26 26 27 29 26 27 29	24831307986	11.9 12.0 14.5 30.3 16.9 11.7 15.7

٠.		FI	XED	INTE	REST STOCKS		
Issue . Price	Amount. Pald	Latest.	19	68	Stock	Clasing ' Price	+ 07
£		Date	Hşâp	Low		£	ľ
100.3e 100.89 100s 997.34 100s \$100s \$100s \$100s	F.P. F.P. F.P. F.P. F.P. F.P. F.P.	28/10 31/1 20/1	1010 1034 1034 1034 1034 2534 3213 3213 100 1070 750 1160	%0 1034 1019 1059 2280 30 934 1069 659 1099	Blackmood Hodge Spc Can. Pf. £1. Shruth Sugar New 10 Jaco Deb. 2013 Colorol Gen Spc Can. Rid Perf 2005 10p Esta & Gen Spc (New Can. Cr. Rid Perf.) Carant Met. 5. 75pc Co. Uns. Ln. 1989 Land Securities Libre Lis. May. Deb. 30. Mecca Leisure Gep. 7. 25p Cor. Pf. 20p N wide Angils 11 Hpr. 6.11.89 Squarto Gep inc. 84 pc (New Cor. Pf. 20p ISS Groep 10 5pc Ld. 2008 SWITC Gep 4.38pc (New) Not Or Pf 1998 SWITC Gep 4.38pc (New) Not Or Pf 1998 SWITC Gep 4.3pc (New) Not Or Pf 1998 SWIYER Gardes Catrs B.5pc Cas. Pf	970 163-2 161-79 161-79 161-79 161-79 1150 1150 1150 1150	-6 +2 -1

			Ri	QHT:	OFFERS		
Issue Price	Amount. Paid	Latest Remusc	19	88	Stock	Clesing Price	+ 62
P	鞍	Date	High	Low		P	· ·
rer based precast, or yidend,com plumates for musifised d r tender.‡ sued in com	on Gividen restimate er and pic r 1988. N i fividend, co Offered to rescion wi	d on full ca d annualise based on Dividend as ner and p/e o bolders of th reorsan	ebital q Aus ed dividend latest anno ed yield base eratio base eration per bastion per	1 peo 17 per 1 peo 17 per 1 pe	Anglia Secare Hores 10p Bennett & Frentatin Gru 5p Rosslen Groon Hosslen Groon Folly Peck Int 1, 10p SReptina Heatth & Beauty 2p Seat Trust, 21p West Tr	9pm 1pm special says instead and instead and 5 Gross R Fo na figures V Resourcedor	ment, c uaiised official orecasi issued ction.4

·	TRADITIONA	L OPTIONS
First Deslines	Nov 7	F1

First
Last
Last
For s For rate Calls in J.F.B. Unigate, Gr wich Res, Altwods, Tubular E

mier ford idon eens West don Int, BSR, PMC, Sears, Ham-bros Countrywide, Regenterest

on and Foreign Bonds	Rises 53 7 218 59 13 0 36 20	Falls · . 8 · .	Sam 22 3(51(22) 4(9) 84
	406	1,527	1,020

							_			
nderil. Pali	Lance.	19		Stack	Cleating Proce	+ #	地			P E.
岬		Sigh	(me				DW.		•	_
	25/11 16/11 8/12 25/11 3/11	24 105 17 128 197 128 101 178 128 128 128 128 128 128 128 128 128 12	C4108 15185 1220 8:36 14 25 12 12 12 12 12 12 12 12 12 12 12 12 12	American teri Grp. 32.5 American int I Grp. 32.5 Agenican int I Grp. 32.5 Alexis Group 59 Mee Zealaad Im. 154 Agenican int I Grp. 32.5 Agenican in	104 24 105 164 165 175 175 186 176 175 175 175 175 175 175 175 175 175 175	4 1 194 19	026c 60.45 83.5 84.2 14.2 16.0 84.5 12.5 12.5 12.4	29 1.9 23 4.2 26 3.4	25 46 25 30 30 30 30 30 30 30 30 30 30 30 30 30	0.1 16.2 11.9 12.0 14.5 16.7 15.6
F.P.	~~-	124		Swaline leid 5p	158		45.0	26		10.5

٠.		FI	XED	INTE	REST STOCKS		
house .	Amount. Pald	Latest.	19	68	Stock	Clasing Price	+ 07
£		Date	Hşâp	Low		£	Ŀ
00.36 00.89 0009 07.34 0009 1009 1009	F.P. F.P. F.P. F.P. F.P. F.P. F.P.	28/10 31/1 20/1	101a 1034 1034p 1034p 1035p 253a 3243 964 100 107p 750 115p	1019 1059 2289 30 939 9934 1069	Blackmood Hodge 9to: Can. Pf. £1. Smitch Sugar New 10-Loc Deb. 2013 Colorell Gry 9to: Can Rid Prf 2005 10p Ests & Gen Bot (Net/) Can Ur his Pf £1. Grand Net 5. 75pc Ch. Urs. Ln. 1999 Land Securities Jüpt 1st. Hig. Deb. 30. Mecca Leisure Gry. 7. 25p Cr. Pf. 20p Minist Angella 11-Hip & 1.1.99 Solvario Gry 10-18, by El Heb 10-00 Pf. (ISS Grosp 10-1pc. 64 by El Heb 10-00 Pf. (ISS Grosp 10-1pc. 64 by El Heb 10-00 Pf.) (ISS Grosp 10-1pc. 64 by El Heb 10-00 Pf.) (ISS Grosp 10-1pc. 64 by El Heb 10-00 Pf.) (ISS Grosp 10-1pc. 64 by El Heb 10-00 Pf.) (ISS Grosp 10-1pc. 64 by El Heb 20-00 Pf.) (ISS Grosp 10-1pc. 64 by El Heb 20-00 Pf.) (ISS Grosp 10-1pc. 64 by El Heb 20-00 Pf.) (ISS Grosp 10-1pc. 64 by El Heb 20-00 Pf.) (ISS Grosp 10-1pc. 64 by El Heb 20-00 Pf.) (ISS Grosp 10-1pc. 64 by El Heb 20-00 Pf.) (ISS Grosp 10-1pc. 64 by El Heb 20-00 Pf.) (ISS Grosp 10-1pc. 64 by El Heb 20-00 Pf.) (ISS Grosp 10-1pc. 64 by El Heb 20-00 Pf.) (ISS Grosp 10-1pc. 64 by El Heb 20-00 Pf.) (ISS Grosp 10-1pc. 64 by El Heb 20-00 Pf.)	97: 163:2 161:59 166: 23:4 167: 91: 115: 115:	-6 +2 -1

			Ri	QHT:	S OFFERS		
Issue Price P	Amount Paid ep	Latest Remusç Date	19 High	ES Low	Stock	Clesing Price P	+ ca
ver based recast, or ridend,co- climates for muzifised of tender.4 used in cos	on divident or estimates or and pic or 1988, N (fivident, co Offered to rection wi	d on full ca d annualisa based on Dividend ar ver and p/e o bolders o th reorsan	ebital a Assertidad latest annu el yleid base ratio baser d'octinary batton per	17pm 41pm 8pm 8pm 3pm 7pm prospectus grade divide rate, cow of earnings ed on prospe shares as a greer or take	Augila Secure Hores 10s Bernetti 6 Prautali Gro 5p Louvies Gross Hores 10s Louvies Gross Hores 10s Selectiva Heatth & Beauty 2p West Trust 2½p West Trust 2½p West Trust 2½p West Trust 2½p Selectiva Heatth & Belvidend or payable ent and yields 5 Bividend and yield secting The Selectiva Selectiva Selectiva Selectiva Selectiva Selectiva Selectiva Selectiva Selectiva Tristic 1 Tr	9pm 1pm on part of o special says treated arm s or other o o Gross R F na figures V Reistrodo	pént. Valise officia orecas Esue ction.

ng.□ lociuding warrans ent	itienest." Third	Market.
TRAI	OITION/	AL OPTIONS
Dealings Dealings Declarations settlement	Nov 7 Nov 18 Feb 9 Feb 20	Explaura, Storehouse, Pres Cons, Mountleigh, Water Glass, IMC, Dixons, Lon Secs,Cityvision, VPI, Que
indications see	end of	Most, Oliver Res, Erg Corp, V

LONDON TRADED OPTIONS Option Jan Apr Jul Jan Apr Jul Nov. Feb May Nov. Feb. May Option Jan Apr Jul Jal (Apr Jul Jal) (Apr Jul Jal) (Apr Jul Jul) (Apr Jul) (180 16 끒 8 11 14 21 23 27 280 9 26 33 4 14 18 300 21₂ 17 26 16 27 33 420 30 50 62 2½ 14 18 460 3 28 38 20 32 38 800 27 47 70 37 40 50 850 10 27 45 75 77 82 70 4 912 11 212 712 10 80 1 5 6 11 15 17 360 28 38 50 12 18 34 390 12 24 33 30 33 40 115 160 200 57 90 125 170 78 67 100 - 110 Dec. Mar Jun Dec. Mar. Jun. 160 21 - - 2 1 180 9 18 23 10 14 Amstrad (*178.) 20 18 23 7 32 420 460 28 44 46 5 14 22 9 22 26 28 32 40 300 31 40 - 5 12 330 13 21 28 16 27 7 13 20 5 10 1 7 11 21 23 75,7 300 23 32 39 7 330 9 16 25 22 1000 55 100 126 17 35 1050 27 73 98 40 57 Grand Met. (°436) 420 33 39 51 6½ 454 15 21 - 24 500 52 72 80 4 9 15 550 17 38 47 20 27 38 1090 43 60 85 28 50 57 1050 23 36 62 57 80 87 260 9 19 25 5 11 14 280 21₂ 10 14 21 24 27 260 29 36 48 10 280 16½ 25 37 18 Jaguar (°275) 360 45 61 72 11 27 390 28 44 57 23 38 Land Securitie (°572) 91 50 25 50 - - 2 22 33 38 7 5 16 23 21 23 26 11 14 41₂ 7 2 10 28 8 155 20 5 8 45 105 145 11 15 10 17 30 Althouse Forte 260 141₂ 23 32 11 20 24 (*261) 280 6 151₂ 24 24 33 35 Thorn EMI 650 21 42 59 16 32 40 (*650) 700 5 21 35 55 62 70 22 27 32 21₂ 9 15 20 10 4 8 13 16 420 38 - - 31₂ - - 34 460 13 33 48 21 27 33 90 63 43 17 25 30 5 8 15 19 18 10 20 Storehouse (°169) Books 220 10 22 28 9 13 17 (*222') 240 44 12 12 19 23 25 28 34 22 10 28 14 Utd Biscults (°286) 24 33 40 13 13 23 31 24 16 20 27 32 14 22 38 27 24 17 35 17 41₂ Dec. Mar. Jul Dec. Mar. Jul. 420 39 54 65 4 10 16 460 11 30 42 18 25 33 Apr Jun 7 10 12 16 Jan Apr Jun Jan 9½ 14 18 4½ 5 9 13 10½ 13 15 17 1 7 8 11 4¹₂ 3 4 - 11 280 14 25 27 6 10 14 300 41₂ 14 16 17 21 24 140 10 13 15 16 212 412 160 1 44 6 16 16 16 12 140 1 130 7 131 15 4 7 140 212 812 110 110 13 Hanson (*148) 47 2 11 12 22 25 30 33 Option Nov. Jan. Mar. Nov. Jan. Mar Enterprise Oil 550 30 57 70 22 35 47 (*551) 600 9 35 50 52 65 75 6 26 37 15 13 23 5 4 14 7 17 24 3 10 14 1 7 16 18 22 26 100 102 104 25g 15 111 420 16 36 45 2½ 12 460 1½ 15 24 28 34 240 7 16 23 2 8 10 260 1 7 14 15 18 20 300 26 48 55 1½ 360 6 30 39 11 390 2 18 26 38 390 2 18 26 38 390 1 11 15 28 420 70 90 105 2 460 33 62 77 5 500 9 38 55 25 Nov. Dec. Jan. Feb. 148 162 165 98 115 120 132 53 72 82 95 21 40 50 67 5 17 30 42 1 7 16 23 1 2 7 12 2 7 12 Option FT-SE | 1650 | 1650 | 1750 | 1750 | 1800 | 1850 | 1950 | 1950 | 2000 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 1850 | 500 60 550 13 600 2 78 87 2 40 50 4 17 23 45

Pilkingten 200 19 25 32 2 7 10 (*219) 220 3 13 20 7 16 19

pening index 1776.5; 10 am 1787.0; 11 am 1795.3; Noon 1794.9; 1 pm 1796.5; 2 pm 1799.8; 3 pm 1797.2; 3 30 pm 1794.1; 4 pm 1791.1 1.42 pm (b) 9.00 am. † Flat yield. Highs and lows record, base dates; values and constituent changes are published in Saturday Issues. A new of constituents is available from the Publishers, The Financial Times, Bracken House, Cannon Street, London EC4P 48Y, price 15p, by post 34p.

11.64

13.18

11.43

2.85

13.38

UK COMPANY NEWS

Broadly-based advance takes BOC over £300m

By Vanessa Houlder

A STRONG, broadly-based, performance helped BOC, UK industrial gases and healthcare group, to announce yesterday its first set of annual pre-tax profits to exceed £300m.

Profits rose by 15 per cent to £301.5m (£263.2m) on turnover up by 8 per cent to £2.56bn (£2.36bn) for the year to 30 September. The figures were in line with analysts' forecasts, although in a falling market the shares lost 1p to 414p. Mr Richard Giordano, chair-

man, said he was pleased with the results, which partly reflected the strength of the economies in which BOC traded. Although the prolonged boom in the US and other economies was expected to pause, BOC had more than adequate momentum to generate another very satisfactory year

The 14 per cent rise in operating profit in the gases businesses to £225.3m (£196.8m) was particularly rewarding, said Mr Giordano. The substan-tial investment of past years had paid off, since the capacity was in place to meet the increased demand resulting ing in the industrial econo-

rose by 10 per cent to £89.8m (£81.3m), helped by strong results from the anaesthesia pharmaceuticals business and the anaesthetic equipment and patient monitoring systems business.

However, Glasrock, the US home health care business, suffered a small loss due to continuing problems with a com-puter-based management system being introduced. Mr Giordano said installation was "frustratingly slow" but the system was expected to be installed throughout the US branch network in 1989.

BOC was very optimistic about a clutch of new drugs for the anaesthetics and muscle relaxant fields that were now entering clinical trials, said Mr Giordano. At least one of the eight products under test was likely to be successful and go on sale in the early 1990s.

The special products and services businesses increased operating profits from £32.9m to £44.9m following a good year from the vacuum technology

Capital spending on new plant, equipment and acquisi-tions exceeded £580m. In the ng in the industrial econo-nies. current year it is likely to range between £500m and Health care operating profit £580m. Borrowings have risen

from £450.9m to £607.3m. Acquisitions made during

the year included Selox, the largest privately owned US gases company, and Spec-tramed, a US medical equip-ment manufacturer, part of the home health care division of Baxter Travenol. A further 28.3 per cent stake in The Commonwealth Industrial Gases Co.

Wealth Industrial Gases Co, Australian subsidiary, brought its holding to 87.5 per cent. The principal disposals were the Carbon and US-based Car-bide businesses which incurred a £3.7m extraordinary loss, of which £5.2m was a tax charge. BOC had again hedged against fluctations in the dollar by selling forward all its projected US earnings for 1989

With a reduction in its tax

charge from 28.5 per cent to

just below 28 per cent, earnings per share rose by 22 per cent to 44.37p (36.32p).
In accordance with the new dividend policy announced last month, the directors have declared a total dividend of paid in two equal amounts in February and August. The total dividends represent a rise of 23 per cent on dividends of 13.5p for calendar 1988.

Struggle of the trader and the accountant

Paul Cheeseright on the effect on Mountleigh of the boardroom's differences of style

TURMOIL AT Mountleigh, mercurial property company, has left the market with more ques-

tions than answers. As Mr Tony Clegg, back in the seats of both chairman and chief executive, resumes full control, it is not clear how he will develop the company. Mr John Duggan, whom he

installed as chief executive a month ago, had been attempting to wind down the gearing and build Mountleigh as an investment company with a development arm.

That though had never seemed Mr Clegg's style: he was, and presumably remains,

was, and presented a trader, an entrepreneur.

But it may be that Mr Clegg will not be in full control at all. Certainly he retains the pres-tige as the man who built the company up, but he has no shareholding now.

He sold the 5.4 per cent stake he and his family controlled to

a consortium of which he is a member for 180p a share. Now that consortium has sold the stake to a company controlled stake to a company controlled by SASEA Holding of Geneva for 200p a share. So Mr Clegg has managed to sell some of his shares twice in about five

weeks.

SASEA, with 13.7 per cent, is now the biggest single holder of Mountleigh equity. According to the last annual report, the only other shareholder with more than 5 per cent is the Universities Superannuation Schame with 5.7 per cent tion Scheme with 5.7 per cent.

The sale by the consortium of the old Clegg holding, coming on top of the purchase of shares it had already made – 7.6 per cent from Newcombe Investments – gives SASEA a convenient platform for a full bid

But the members of that con-sortium included Mr Duggan for a very short period - he walked out of it after Mont-tleigh's merger talks with Wembley, the sports stadium proprietor, were called off -and Mr Brian Wolfson and Mr Geoffrey Simmonds. These two were both brought on to the Mountleigh board last month. And here lies the next uncer-

If the reason for their arrival on the board has disappeared, perhaps Mr Wolfson and Mr Simmonds will soon be resign-ing, leading to more upheaval

tive director, resigned last week.) What might prevent this would be a resumption of the Mountleigh-Wembley talks. Mr Wolfson is the chairman and chief executive of Wembley and Mr Clegg is on the Wembley board. Evidently the

terms of a merger had been agreed, but were stymied by Mr Duggan on the grounds of price. He did not want funds which had been drawn in from a series of de-gearing sales to be numed round into a Wembley merger. The difference of approach between Mr Duggan

approach between Mr Duggan and Mr Clegg is at least one reason why the two parted company yesterday.

A Wembley deal, however, would be made easier for Mr Clegg if Mountleigh received £250m, the price believed to be on the table, from the sale of Galerias Preciados, the Spanish department store chain, to the Galerias Consortium. This is the company set up by is the company set up by SASEA, helped by London mer-chant bank Tranwood Earl, to hold the shareholding in Moun-tleigh and to bid for Mountleigh International, where the main asset is Galerias Precia-

The outcome of these negoti-



ations is the first uncertainty which Mountleigh has to

Indications yesterday were that the deal would probably go through. The price is generous: Mountleigh International committed \$153.38m to the purchase in December 1987. By selling Mountleigh International as a whole, as opposed to Galerias Preciados alone, Mountleigh itself would be rid

of possible potential tax liabili-

Importantly, the market will importantly, the market win probably approve. The City has never been comfortable with the Spanish purchase, in spite of Mountieigh's efforts to persuade it otherwise with visits to Madrid for brokers to look at the operation. The costs of bringing the Galerias Precia-dos back to profit have been a factor depressing the Mountleigh share price.

Whether the market will approve of Mr Duggan's removal is another question.
His departure, Wembley notwithstanding, reflects both the
fact that Mr Clegg had more
influence on the Mountleigh
board than did Mr Duggan and also a fundamental difference

One was a freewheeling trader, the other a cautious accountant. One was tied to quick and growing profits in an earnings per share mental-ity, the other to careful asset growth and low borrowing at a time of high interest raisa. The market thrilled to the first set of characteristics until October 1987. It has distrusted

ANI offers loan note option

By Ray Bashford

AUSTRALIAN NATIONAL neering company. Industries is offering a loan note alternative to its 148.5p per share cash offer for Aurora, Sheffield-based engi-

payment payment

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. fOn capital increased by rights and/or acquisition issues. §USM stock, §§Unquoted stock, ¢Third

PERFORMANCE

STRONG MANAGEMENT

BEST RANGE OF VANS
AND TRUCKS

EXTENSIVE DEALER NETWORK

Leyland DAF

attractions to certain holders. Aurora shareholders are according to the formal offer being offered loan notes for all

Total for

document released yesterday. or part of their entitlement because they may have tax Aurora rejected the £138m offer on grounds that it did not fully reflect the value of the **DIVIDENDS ANNOUNCED**

Total last

year

THE DRIVING

THE FUTURE

FORGEFO

shares and that a cash offer might create tax problems for certain shareholders. ANI said that the offer price fully valued the shares which it claimed had been buoyed by

takeover speculation. The document shows that ANI is sitting on a handsome paper profit on its investment, having purchased slightly over half of its stake at prices rang-

ing from 70p to 90p.

Beazer refinances \$1.7bn Koppers purchase By Philip Coggan

BEAZER, UK construction and aggregates group, yesterday announced it had reached agreement for refinancing the acquisition of Koppers, the US aggregates and chemicals group it acquired for \$1.7bn (£944m) in June.

Originally the acquisition of Koppers was made by BNS, a financing vehicle of which Beazer only owned 49 per cent. This structure was designed to keep the Koppers debt off Beazer's balance sheet, but under the terms of the new deal, Koppers will become a wholly owned subsidiary.

Since the acquisition Beazer has been able to revalue Koppers' assets by £360m and has found that the chemicals and aggregates divisions are performing ahead of expectations. The board therefore feels that a refinancing is appropriate.

BNS's original borrowings

were set to be replaced in December by "merger finance" of \$1.83bn, of which about \$570m would be high-yielding debt securities, so-called "junk bonds." Instead, a syndicate of banks — Citibank, National Westen banks — Park Bereiger Westminster Bank, Barclays Bank and Mellon Bank — is underwriting a \$2.3bn facility, including \$400m in loan finance pending disposals of Koppers' husinesses

Beazer will use the funds to purchase the majority stake in BNS, currently owned by Shearson Lehman and National Westminster Bank. Gearing will be about 150 per cent following the proposal, but it is estimated that the refibut it is estimated that the refi-nancing will result in interest savings of about \$25m a year.

Minorco adviser outraged by

newspaper story By Ray Bashford ...

LAZARD FRERES, the New York investment bank which is acting as adviser to Minorco, said yesterday that it was shocked and outraged" by a newspaper report claiming it had leaked information about the £2.9bn offer for Consolidated Gold Fields before it was announced.

The report in the Sunday Times alleged that Lazard Frères gave information to Newmont Mining, a Gold Fields associate company in the US, prior to the announcement of the Minorco bid.

The investment bank said that Newmont asked it last August to act for the company. Mr Gordon Parker, the Newmont chairman and director of Gold Fields was aware that Lazard Frères was financial adviser to Minorco when the request was made, according to the investment bank.
"A decision was made to tell
Newmont that Lazard's client,

Newmont that Lazard's client, Minorco, was 'reassessing its position vis-à-vis its shareholding in Gold Fleids' and that Lazard could not act for for Newmont," the bank said.

"Mr Ames (a partner in Lazard Frères) made no reference to a possible tender offer," the statement said.

the statement said.

Lazard said that the newspaper report was inaccurate and misleading and that it had acted with "appropriate discretion at all times."

Avdel fights back against Banner bid

Avdel, the former Newman Industries, yesterday issued its defence document in its fight against a £102m bid from Banner Industries, the US group. As part of its defence, Avdel

As part of its defence, Avdel is forecasting a final dividend of 1.6p (1p) making a total of 2.2p (1.5p) for the year.

The document carries a front page flag "Warning: Banner's gearing could seriously damage Avdel's health" and inside Avdel argues that a merged Banner/Avdel would be so highly geared as to threaten future investment in the Avdel businesses. If intancible assets businesses. If intangible assets are deducted, Avdel says a merged group would have a negative net worth of \$175m.

GMAC

HORGAN GUABANTY TRUST COMPANY

Elders allowed to keep shares

By Lisa Wood

GOVERNMENT announced yesterday that Elders IXI., the Australian group, will not be forced to unscramble the controversial deals which took its stake in Scottish & Newcastle Breweries from 14.1 per cent to 23.6

Lord Young, Trade and Industry Secretary, also rejected calls by the Labour Party and S&N that Elders be forced to sell the extra 9.5 per cent stake acquired in the mar-ket on Thursday. He said he

recommendation from the Monopolies and Mergers Combinistion.

tice in the City is for share-buying to stop after a reference is made.

Elders provoked a political storm last Thursday when it bought 35.2m shares in a short period after the Office of Fair Trading announced that the £1.6bn bid from the brewer of Foster's lager for the Scottish brewer was being referred to

Elders' action was seen by the Government as a breach of the spirit, if not the letter, of ket on Thursday. He said he had no powers to order a divestment in advance of a been announced. Normal prac-

The DTI had said on Thursday that it would not seek to nullify the deals. An order taken out on the same day pre-vented Eklers from buying any more shares and limited its voting rights to 15 per cent of the S&N capital.

Lord Young said: "No good purpose would be served, and harm could be done to third parties, by unscrambling the deals that took place in good faith in the marketplace."

Marshalls Halifax up 70% to £12m

By Philip Coggan

MARSHALLS HALIFAX, the concrete products and brick

concrete products and brick company, yesterday revealed a 70 per cent increase in interim pre-tax profits to £12.05m from £7.09m last year.

The half-time figures included a £2.5m profit from George Armitage & Sons, the engineering brick company which Marshalls acquired for £70m earlier, this year. Mr £70m earlier this year. Mr David Marshall chairman said tage was exceeding the com- market share obviously has its pany's original expectations. Fully-diluted earnings per

share were 28 per cent higher at 14.5p (11.05p). Turnover for the group was 37.5 per cent higher at £74.38m (£54.08m). Tax was £4.19m (£2.52m). The interim dividend is increased to 2.25p (2.00p). • COMMENT

Marshalls has performed remarkably well in hanging on to its 40 per cent share of the rapidly growing concrete block paving market. Such a high long-term dangers; the pur-chase of Armitage was there-

fore welcome, although many thought the price was high.
Over the long term, Marshalls
management has shown it can
perform and the Armitage acquisition will put it in a strong position for the 1990s. Inevitably, any slowdown in the construction market would affect the group but that danger is already reflected in the share price. Since pre-tax profits of \$24m look attainable for just under 9 on shares 4p lower at 234p. That rating looks good

Carless attacks Kelt's financing ability

fighting a hostile bid from the smaller Kelt Energy, yesterday attacked Kelt's ability to finance the £210m offer, claiming that the predator may have the greatest difficulty in fulfilling the terms of its financing arrangements, writes David

in its formal defence docu-ment, posted to shareholders yesterday, Carless pointed to the fact that almost all the cash required to finance the

bid — £191m out of the total — is to be borrowed, and that £96m must be repaid within six months of the offer going

Carless also said that its assets are being used as security for its existing loans, and that its bankers would not forsake their charge over those assets. Thus, said Carless, Kelt would not be able to proceed with its planned asset dispos-

Mr Alastair Locke, Kelt's

managing director, said yester-day that these arguments were inept, saying he was not con-cerned about the financing for the bid: "The timetable and the terms of the loan from the American Express Bank were requested by us in the first

He said that Kelt's options were not limited to disposing of Carless' assets. It could sell some of its own existing assets, and could refinance some of the short-term debt, he said,

This announcement appears as a matter of record only

September 1988

Southampton Cable Limited

£20.000,000 Revolving Term Credit Facility

Structured and Syndicated by

Bank of Boston

Provided by

Bank of Boston National Bank of Canada Barclays de Zoete Wedd



BANK OF BOSTON

Special Industries Group

39 Victoria Street, Westminster, London SW1H 0ED. 01-932 9269





Leyland DAF

UK COMPANY NEWS

FT to pay

£5.5m for

By Raymond Snoddy

the competing Spanish finan-cial daily in which the FT

unsuccessfully tried earlier this year to take a 44.5 per

Expansion has been noted for its close links with Opus Dei, the lay Roman Catholic organisation whose members

have wide business interests

Mr Juan Pablo de Villan-

ueve, Expansion chairman, is a member of Opus Dei as is Mr

Juan Kindelan, managing director, and Mr Luis Infante,

chief executive in charge of

publishing.
Many of the newspaper's journalists were trained at the University of Navarra, the

Opus Dei university. In addition to the stake in

Expansion, the FT already

owns 66 per cent of Les Echos, the French financial daily, and

25-per cent of the Financial Post, the new financial daily in Canada.

Guinness to sell

Guinness, UK drinks group, has agreed to sell Sonoma

Vineyards, a wine production.

mail order and telemarketing

company, to Klein Foods of

Sonoma Vineyards was

equired by Guinness when it ought Schenley Industries, its

US distributor, last year for

Guinness has already completed the sale of Tool Summit to Orgill Brothers of Nashville,

Tennessee. This was also

owned by Schenley, Guinness gave no details of the sale

prices but industry sources

said the deals were worth

Ratners EGM

Ratners, jewellery retailer, yesterday had to adjourn the

extraordinary meeting considering its £150.8m purchase of two businesses from Next,

because the Department of Trade and Industry had not yet announced whether the

deal was to be referred to the Monopolies and Mergers Com-mission. The meeting will

reassemble on Friday.
The deal to buy the Salisbury's chain, which sells hand-

bags, luggage and costume jewellery, and Zales, a jewel-lery chain, plus some other jewellery shops, from Next, was announced on October 11.

The Office of Fair Trading

passed its recommendation to the DTI late last Friday. Nor-

mally the Secretary of State's decision is released within a

few days of receiving the OFT's recommendation. Thus it should be announced in time

for Friday's meeting to go

adjourned

By Maggie Urry

Sonoma

By Lisa Wood

California.

Vineyards

cent stake.

Spanish

stake

Plessey expands traffic systems side in Europe

PLESSEY, electronics group, launched a new pan-Suropean development strategy yester-day with a deal linking its traf-fic systems division with similar companies in France and

shares

icing abili

120 120 120 120 120

 $x_{ij} = x_{ij} \oplus x_{ij}$

mited

Spain.
Mr Stephen Walls, Plessey's recently-appointed managing director, described the transaction as the forerunner to other collaborative and participative groupings in Western Europe.

"You need a far more flexi-ble approach to tackle the European market than else-where," he said. "We are adopting a case-by-case strategy that will involve minority holdings. collaborative ventures and cross-shareholdings."

Under yesterday's agreement Plessey is spending an undisclosed sum on a 74 per cent holding in Elsydel of France and 49 per cent of the CAE Group in Spain, both private sweeping reorganisation of Plessey over the last 18

The holdings are to be grouped in a new subsidiary responsible for expanding the traffic control business in Western Europe, where a further seven or eight acquisitions are being planned.

Two further deals, one in West Germany, should follow within a matter of weeks.

Plessey's aim is to build an international group with interests in a range of activities such as traffic lights, car parking controls, toll systems, motorway traffic controls and integrated road and rail ticketing systems. In time the over-seas collaborators would be encouraged to purchase cross-shareholdings in the holding

months, said that in many areas it was important to have a partner in the rest of West ern Europe because of the need for local knowledge. This was particularly significant in businesses dominated by public procurement and also in service sectors such as traffic con-trols where national traditions

were important.
Mr Marcus Beresford, managing director of the new traffic control company, said that turnover of the division following yesterday's acquisitions would be about £70m. He estimated the total European market ket at £300m, with growth of 10

to 15 per cent a year.

Mr Beresford refused to give profits figures for the group. But he said that all the companies in the newly-created divi-sion were profitable, and that the industry generated healthy

McLeod Russel in £16.8m bid

By David Waller

McLEOD RUSSEL Holdings, was consulting its financial the paint maker and plantations company which merged with property to textile company Kennedy Smale last year, has made a £16.8m cash bid for Granyte Surface Holdings, a manufacturer of wood finishes and inclusively polyter which and industrial paints which joined the Unlisted Securities

Market in December 1985.
McLeod Russel, which has been busy diversifying from its traditional plantations business, said yesterday that it hoped its offer would win the recommendation of the Granyte board. Granyte said that it

advisers and urged its share holders to take no action pend-

ing a further announcement.
The offer is pitched at 120p The offer is pitched at 120p per Granyte ordinary share, a near 60 per cent premium to the closing price last Thursday, the day before McLeod went into the market to accumulate 1.09m shares, a 7.8 per cent holding. Yesterday, the shares closed 22p up at 125p.

McLeod argued that Granyte Surface would complement its

Surface would complement its activities in specialist paints and surface coatings. The bid values the company at approxi-

mately 17 times historical earnings. Granyte generated a pre-tax profit of £1.65m last year on turnover of £13.8m, whereas McLeod made £7.21m in the year to March on turnover of £38.7m.

McLeod's strategy of turning itself into a UK-based industrial holdings company has meant significant disposals of its plantation interests, leaving it with cash resources of more

There is a loan note alterna-tive to the cash offer, McLeod Russel is advised by SG War-

McAlpine boosts housebuilding

ALFRED MCALPINE, the UK building, civil engineering and construction group, is to merge Alfred McAlpine Homes, its housebuilding subsidiary, with Canberra Group, a privately-owned housebuilder, and intends to float the enlarged division on the Stock

Exchange.

McAlpine will hold 60 per. cent of the enlarged group and will retain a majority holding after flotation, which could take place within two to three years. The listed company is expected to have a market capitalization of at least \$100m.

italisation of at least £100m... The deal should increase McAlpine's housebuilding capacity by about 50 per cent and extends operations into the Midlands. Mr Robert McAlpine, chairman, said the merger, heralded in August,

Pernod awaits

Panel decision

By Lisa Wood

had been restructured to reflect changes in the climate for housebuilders.

The stake offered to the ven-

dors of Solimul-based Canberra – principally Mr Eric Grove, the founder chairman – had been slightly increased. "We also decided to put a relatively small amount of money up-front," Mr McAlpine added. "While we are extremely opti-mistic about the next few years, we obviously feel the market and the public are not and we wanted to do a deal which would please the City."
Initially the only cash to change hands will be two pref-

erential dividends of £3m in each of the years to October 31 1989 and 1990 for holders of newly-created 'A' shares in the two-and-a-half years' stock enlarged group. Eventually, McAlpine's some or all of Mr Grove's stake close at 321p.

in the merged company will be sold, releasing shares for the stock market listing.

A 227m intercompany loan from Alfred McAlpine Homes to another McAlpine subsidiary will be converted into equity in the enlarged housebuilder, giving it net assets of about £50m.

In the year to May 31, Can-berra made £8.3m before tax on sales of £51.1m. Mr McAlpine said that in the year to October 31, Alfred McAlpine Homes would easily surpass 1986-87 operating profits of £7.29m on turnover of £104m.

The enlarged company expects to sell about 2,000 houses and flats in 1989, working from a land bank of about McAlpine's shares rose 2p to

Laporte's £30m German buy builds core business

The full Takeover Panel is expected to announce later this week whether it has upheld its executive's decision that Pernod Ricard, French drinks group, broke the Takeover Code in securing irrevocable acceptances from shareholders of Irish Distillers Group before launching an agreed bid.

The executive of the Panel last month ruled that Pernod had breached the Code but referred a decision on the consequences of the breaches to a meeting of the full Panel. TDG and Pernod, which

claims a majority stake in the whiskey group, lodged an appeal against the finding. The full Panel has spent two days taking submissions from Pernod and Grand Metropolitan, the UK drinks group which is fighting Pernod for LAPORTE INDUSTRIES,

speciality chemicals company, yesterday announced plans to double its environmental care and hygiene business through the DM San (£30m) purchase of the bast of the control the industrial cleaners division of the West Germany-based Joh A Benckiser. This is the latest move in Laporte's bid to build a major

internationally in environmen-tal care and hygiene products. This started in May with the acquisition of the UK-based Gramos Chemicals International and continued with the

purchase of the Australia-based Lustral in June.

Mr Ken Minton, chief execu-tive, said that this field was developing rapidly because of the introduction of stricter rules on industrial health and

the trend towards improvements in the working environ-

The products and services provided by Benckiser were complementary to those of Lustral and Gramos, offering substantial scope for synergis-tic development by all three

companies, said Laporte.
The Benckiser division is involved in industrial cleaning and sanitation, with an emphasis on the brewing, dairy, soft drinks and agricultural indus-

The business, which has operations in West Germany, Austria, Switzerland, Belgium, the Netherlands, Spain and the UK, makes annual profits of about DM 13m.

The deal is expected to be

completed before the end of the

Brit Syphon buy-out statement expected

By Andrew Hill

turing company, should announce the details of a man-agement buy-out this week, THE Financial Times yesterday confirmed that it had reached agreement to

agement buy-out this week, despite possible opposition from some large shareholders. Electra investment Trust, which has a history of involve-ment in management buy-outs, increased its holding from 10.1 acquire a 35 per cent stake in Expansion, the Spanish finan-cial and business daily. The FT, which has been pursuing a policy of taking strate-gic stakes in similiar newspa-pers in different countries, has signed a letter of intent that it will pay £5.5m for the stake. Half of the consideration per cent to 10.6 per cent the day after the buy-out was pro-posed on October 27. Although it is a long-standing shareholder and stands to make a profit on its holding, Electra is will be paid this year with the balance payable next June.

Expansion was founded in 1986 and now sells around 25,000 copies a day. It claims to sell more than Cinco Dias, the compating Spanish finanbelieved to be unenthusiastic about the price of 155p a share mentioned in the initial

Mr Bryan Morrall, British Syphon's chairman and chief executive, who is heading the buy-out team, said yesterday that the details of the bid had not yet been finalised, but he could see no reason why the

BRITISH SYPHON Industries, offer should be increased the merchanting and manufactory of the price of the pric Objections to the price have also been voiced by Mr Nathu Ram Puri and Melton Medes, the private industrial group which he heads, which increased its stake in the Cheshire-based company to 8.43 per cent last week, and Olive Holdings, the papermaking company formerly known as Olives Paper Mill, which holds a 4 per cent stake.

Olive's chairman, Mr Michael Kent, Mr Puri's rival in last year's takeover hattle for the

year's takeover battle for the papermaker, believes British Syphon is worth at least 200p a share, or £64.5m.

Mr Morrall and Mr Christopher Shaw, managing director, own about 8.75 per cent of British Syphon between them. Mr Tony Statham, finance direc-tor, is the third member of the buy-out team, which also intends to pay off British Syphon's borrowings of £10m.

Five Oaks rises to £3m

By Clare Pearson

FIVE OAKS Investments, property company, increased pre-tax profits by 39 per cent to £3.04m in the year to end-June, whilst net asset value per share rose 26 per cent to 64.7p. Since the end of the period. Five Oaks has doubled in size with an £11.4m one-for-one rights issue. This came at the same time as it acquired a £28.6m portfolio of offices and

shops in the south-east, which substantially enhanced its income-producing assets.
Five Oaks said yesterday that the new properties satis-fied its requirement for initial income with in-built asset and rental growth, while providing a forward workload of trading

and refurbishment opportuniwith the purchase of the 28 dividend list.

properties. Five Oaks' rental income has risen to £2.9m per annum, against £650,000 at the end of June. It now has income producing assets worth more than £43m.

On a fully diluted basis earnings per share during the last financial year rose 22 per cent to 8.73p (7.14p). Turnover stood at £4.9m (£11.57m).

To avoid any difficulties associated with having ordinary shares in issue after the September rights issue with different dividend entitlements, Five Oaks last month paid an ordinary dividend for the last financial year of 1.25p as a special interim dividend. This compares with its pay-ment of 1p the previous year,

which marked its return to the

Shareholders are not sent a copy of the interim

met out of internal resources.

statement, but it is available from the Company Secretary and is being published in recognised financial news-

1, King William Street, London EC4N 7AU Telephone: 01-623 2070

HOLDINGSPLC

Interim Statement for the

half year ended 31st October, 1988

Results

year to 31st October, 1988, less than in the equivalent

making operations suffered losses in June and August

not fully recovered in the other four months. However,

the performance of the other activities was sufficiently

strong to produce the overall result. All Group com-

Further Diversification

agreement in principle has been reached to purchase

Sheppards Moneybrokers Limited from BAII Invest-

over a period of three years, related to the extent that

profitability gives a return on the investment in excess of 15%. The maximum consideration is limited to

£13.4m. Net tangible assets of Sheppards Moneybrokers

Limited are £10m. The cost of the acquisition will be

ted shortly, a circular will be sent to shareholders setting

Dividend

declared of 5.37p per £1 Ordinary Share costing

£1,019,014 (1987: £1,019,014). The dividend will be

paid on 5th January, 1989, to those shareholders regis-

tered at the close of business on 8th December, 1988.

The Directors are pleased to announce that

The minimum purchase price of £8m may rise,

Following the exchange of formal contracts, expec-

An unchanged interim dividend has been

panies are currently trading profitably.

six months last year.

ments Limited.

The Group has made a small profit in the half

During a time of rising interest rates, the market

THIRD QUARTER RESULTS

Turnover up by 7 per cent

Operating Profit increases by 15 per cent

A good third quarter produced an increase in profit attributable of 14% over the corresponding period last year (at constant rates of exchange).

In Europe improved margins were an important factor in an increase in operating profit of 15%. Edible Fats and Detergents made significant contributions to this result. Our North American businesses progressed well and the improvement in operating profit of 20% includes an excellent performance in Speciality Chemicals. In the Rest of the World the

business continued to progress satisfactorily. Net interest costs increased due to higher financing charges in Latin America.

At end September exchange rates the increase in profit attributable is 12% in sterling, 20% in guilders and 1% in dollars.

DIVIDENDS The Boards today declared interim dividends in respect of 1988 on the Ordinary capitals at the following rates which are equivalent in value at the rate of exchange applied in terms of the Equalisation Agreement between the two com-

3.89p (1987:3.54p)

per 5p Ordinary share 🕒 N.V. per Fl.4 Ordinary capital -Fl.1.23 (1987: Fl.1.09)

			COMBINED PROFIT STATEMENT (£ millions)			
Third C	uarter			Nine i	nonths	
1988	1987	Increase		1988	1987	Increase
4,489	4,195	7%	TURNOVER	13,013	12,427	5%
432	377	15%	OPERATING PROFIT	1,171	1,066	10%
14	10		Share of associated companies' profit before taxation	35	27	
_	2		Other income from fixed investments	4	6	
26	27		Other interest receivable and similar income	9 5	83	
(62)	(56)	_	Interest payable and similar charges	(162)	(161)	_
410	360	14%	PROFIT BEFORE TAXATION	1,133	1,021	11%
(172)	(156)		Taxation on profit of the year	(468)	(428)	
(1)	2		Taxation adjustments previous years	(1)	4	
(12)	(8)	_	Outside interests	(33)	(27)	_
225	198	14%	Profit attributable to shareholders Difference on translation of 1988 results at end Sept.	631	570	11%
(3)			1988 rates of exchange	(14)		
222	198	12%	PROFIT ATTRIBUTABLE TO SHAREHOLDERS	617	570	8%
11,90p	10.63p	12%	Combined earnings per share - per 5p of ordinary capital	33.06p	30.58p	8%

Exchange Rates | The results for 1988 and the comparative figures for 1987 have been translated at constant rates of exchange. These are based on £1 = FL 3.33 = U.S. \$1.87, which were the closing rates of 1987. In addition the profit attributable to shareholders for 1988 has been translated at the rates of exchange current at the end of September 1988 being based on £1 = FL 3.57 = U.S. \$1.69. Exceptions to these conventions have been made for the results arising in 1988 in hyperinflationary economies, which have been translated throughout at forecast closing rates for 1988.

Dividends
The PLC interim dividend will be paid on 28th December, 1988 to shareholders registered on 9th December, 1989.
The NLV. interim dividend will be payable as from 22nd December, 1988.
The NLV interim dividend will be payable as from 22nd December, 1988.
The purpose of equalising PLCs and NLV's dividends under the Equalisation Agreement, the Advance Corporation Tax ("ACT") in respect of any dividend paid by PLC has to be treated as part of the dividend, PLC's 1988 interim dividend now announced has been calculated by reference to the current rate of ACT (twenty-five/severny-fifths); If the effective rate applicable to payment of the dividend is different the amount will be adjusted accordingly and a further announcement made.

Unitever House, London EC4P 4BQ.

SUPPLEMENTARY REGIONAL INFORMATION (£ millions at end 1987 exchange rates)

1,171 1,066

Third Quarte Nine months 1988 1987 **1988** 1987 Europe 8,172 7,911 North America 853 783 Rest of the World 2,448 2,230 4,489 4,195 13,013 12,427 **Operating Profit** Europe 260 85 87 71 North America 173 158 80 Rest of the World 250 240

For copies of Unilever results statements, please write to: External Affairs Department, P.O. Box 68,

Unilever

432 377

to the holders of Landesbank Rheinland-Pfalz - Girozentrale -Can.\$ 50,000,000 9% per cent. Notes due 1991

NOTICE IS HERBEY GIVEN to the bolders of the above-mentioned Notes (the "Noteholders") that, at the Adjourned Meeting of the Noteholders convened by the Notice published in the Financial Times and the Luxemburger Wort on 20th October, 1988 and heid on 4th November, 1988, the Extraordinary Resolution NOTICE IS HERRBY GIVEN to the holders of the above-mentioned Notes (the "Noteholders") that, at the Adjourned Meeting of the Noteholders convened by the Notice published in the Financial Times and the Luxemburger Wort on 20th October, 1988 and held on 4th November, 1988, the Extraordinary Resolution set out in such Notice was duly passed.

LANDESBANK RHEINLAND-PFALZ

issued by Landesbank Rheinland Pfalz - Girozentrale -.

NOTICE

to the holders of

Landesbank Rheinland-Pfalz - Girozentrale -A\$ 40,000,000 14% per cent. Notes due 1990

NOTICE IS HERBBY GIVEN to the holders of the above-mentioned Notes (the "Noteholders") that, at the Adjourned Meeting of the Noteholders convened by the Notice published in the Financial Times and the Luxemburger Wort on 20th October, 1988 and held on 4th November, 1988, the Estraordinary Resolution

Issued by Landesbank Rheinland Pfalz - Girozentrale -

Dated 15th November, 1988.

NOTICE

NOTICE

NOTICE

to the holders of

Landesbank Rheinland-Pfalz - Girozentrale -

A\$ 40,000,000 14 per cent. Notes due 1991

NOTICE IS HEREBY GIVEN to the holders of the above-mentioned Notes (the "Noteholders") that, at the Adjourned Meeting of the Noteholders convened by the Notice published in the Financial Times and the Luxemburger Wort on 20th October, 1988 and held on 4th November, 1988, the Extraordinary Resolution set out in such Notice was duly passed.

Issued by Landesbank Rheinland Pfaiz - Grozentrale-

Dated 15th November, 1988.

to the holders of

Landesbank Rheinland-Pfalz - Girozentrale -A\$ 30,000,000 13 per cent. Notes due 1989

Issued by Landesbank Rheinland Pfaiz - Girozentrale -. Dated 15th November, 1988.

UK COMPANY NEWS

Fairbriar surges to £6m midway

FAIRBEIAR, Surrey-based property development and investment company, reported pre-tax profits sharply ahead at 26.21m for the six months to September 30 1988, against £2.31m last time. Turnover trebled to £20.83m from £6.95m.

Fully diluted earnings per share, following the one-for-one scrip issue in July, rose from 3.84p to 10.34p, and an interim dividend of 1.7p is declared, an 89 per cent increase on last year's 0.9p.

Mr Remo Dipre, chairman, attributed the rise to selling at least 45 Surrey houses in the £300,000-plus price bracket, and

BOARD MEETINGS

TODAY

nterims—AAH, British Airways, De La Rue Granyte Surface Coatings, Great Portland Estates, Just Rubber, Meyer Intl. Normans Group, Sotheby's, Southnews, Tanjong Tin Dredging, Thames TV, Trimoco, Unigate, Warnford Invs, Whitbread. Haste Control Techniques, Hesifeld Estates, control Entertainments, Baline Intl. Tomida

land in Dorset. Mr Dipre said Fairbriar had significantly expanded its property portfolio, mainly from self developed commercial units, and was rapidly building up rental income from these units. In particular, some develop-

ments currently under construction were expected to produce significant rental income The commercial and industrial developments were princi-

pally being retained for investment purposes and now represented a substantial part of the business. Because of this, an indepen-

By Kieran Cooke in Dublin

ALLIED IRISH Bank, Ireland's

largest banking group, is devel-

oping and promoting a new company for investment in Ireland's multi-million pound

bloodstock industry.
Leading Sires was launched

ing IS5m (£4.25m) to invest in leading stallions at present at

Mr Denis Brosnan, chairman

This announcement appears as a matter of record only.

Winglaw Securities Limited

£34,500,000

Secured Term Loan

in relation to the financing of

No.1 Alie Street, London E1

Arranged by

Bankers Trust Company

Lead Managed by

Managed by

Union Bank of Finland Ltd

Bankers Trust Company

This announcement appears as a matter of record only.

Winglaw Securities Limited

£10,000,000

Zero Coupon Bond

in relation to the financing of

No.1 Alie Street, London E1

Guaranteed by

Maxwell Communication Corporation PLC

Privately placed by

Bankers Trust Company

stud in Ireland.

Nov. 30 Mr Denis Brosnan, chairman of Leading Sires and head of Dec. 5 the highly successful Kerry

Bankers Trust Company

Arab Banking Corporation (B.S.C.)

Banque Française du Commerce Extérieur

sterday with the aim of rais-

the sale for \$3.5m of a tract of dent professional valuation of no one's great surprise. An certain fixed assets was commissioned. Total group net assets, including the valuation and retained profits from this period being reported, amounted to approximately £36m, equivalent to 95p per

The group had not experi-enced any significant softening in demand, despite concern over interest rates and their effect on the residential sector, said Mr Dipre. In the West Country particularly it remained strong.

Group of companies, said £2.5m had already been committed to

the project, with an AIB-re-lated company committing

Mr Brosnan said there was

no shortage of people willing to invest in the bloodstock indus-

try, in which Ireland was acknowledged as a world

attraction for those of us who have an interest in bloodstock

"There is the additional

The Sumitomo Bank, Limited

Bank of Scotland

Midland Bank plc

October, 1988

AIB in bloodstock venture

extremely shrewd land buyer. it often appears unrivalled in its ability to choose just the right site for development. Its land bank at the moment stands at four years. And despite the London market slowing, demand in Dorset remains strong. As a deliberate policy, the company has boosted the investment side, and expects rental income to reach £700,000 by the year end, increasing to £2.5m in 1990. Analysts are looking for full remained strong.

• COMMENT

Fairbriar has done it again, to spective p/e of 6.5.

of watching results, both in the

sales ring and on the race track, of the progeny of the stallions in which we have an

interest," he said.
Ireland's bloodstock industry

is believed to employ some 12,000 people and is a sizable

foreign currency earner. AIB has had a special bloodstock section for three years and

describes itself as principal banker to the bloodstock indus-

Tubular turns in £1.03m for 16 months By Flona Thompson

TUBULAE EXHIBITION Group, which provides hospi-tality chalets for exhibitions and sporting occasions, crowd control barriers and permacontrol natriers and permanent and temporary seating, yesterday reported pre-tax profits of £1.03m for the 16 months to July 31 1968.

When it joined the USM in October 1987, Tubular changed its year-end from March 31 to July 31, so there are no comparable figures. However, for the rable figures. However, for the year to March 31 1987, pre-tax profits were £198,000. The results have been merger accounted. Turnover for the 16 months was £4.02m, against £2.44m for the 12 month

period.
Prior to the flotation, the company, basically a shell known as Djember Holdings, acquired Tubular Barriers and

changed its name to Tubular Rahibition Group. Sir David Floyd Ewin, chair-man, said the introduction of the group's new hospitality chalets at the Farnborough Air Show and Cheltenham Races were enthusiastically received. Tubular had 171 single-storey and 89 two-storey chalets at

Farnborough.
Interest payable was £86,000
(£91,000) and tax took £274,000 (£83,000). Earnings per share rose from 0.3p to 1.81p. A maiden dividend of 0.4p was declared

Whitbread Inv rises

Net asset value of Whithread Investment Company, the investment trust with over 93 per cent of its funds in the brewing sector, increased from 440p to 476.8p a share in the six months to September 30. The trust announced an 18

per cent increase in revenue before tax to £5.36m (£4.56m). Net revenue and earnings per share rose 24 per cent to £4.02m (£3.23m) and 6.37p (5.12p) respectively. An interim dividend of 3.05p (2.8p) was declared.

Erskine House buy

Erskine House Group, office equipment distributor, has acquired ADS, London-based copier sales and servicing company for a maximum of £4.5m. The terms are linked to ADS achieving pre-tax profits of £2m in the 12 months to

March 1990. Erskine House will initially obtain 98 per cent of the capi-tal through an injection of ent o 2100,000 to the two vendors.

Dixons expands

Marshall Fields.

Dixons, is expanding its US chain of Silo stores. It has opened 17 free-standing shops in the Chicago area. This follows success earlier this year with 11 shops inside department stores in the area run by Marshall Fields.

to purchase money broker CATER ALLEN Holdings, discount house, is diversifying into money broking - arrangits for the half-year to October discount house, is diversifying into money broking - arrang-31 were slightly down on the equivalent period as a result.
In line with other discount ing the lending of money and ight and equity stocks to market makers — with the purchase of Sheppards Moneybrokers from BAII Investments an Arabowned houses, Cater does not provide

details of its interim results,

other than declaring an interim dividend - unchanged

Cater Allen pays up to £13.4m

up to £13.4m.

Cater said the move would reduce its dependence on operations sensitive to interest at 5.37p.
Cater said the purchase of SML, for an initial £8m in cash, was part of its policy of developing into wholesale City-orientated businesses. A further sum, making a total of up to £13.4m, will be paid if SML makes a return on investment of more than 15 per cent in the The discount house's market-making business suffered from the interest rate rises in June and August. Losses in

next three years.

Mr James Barclay. Cater's chairman, said "severe Chinese Chi walls" would allow SML to operate independently of the discount house's other activities. In particular, he said, SML, which was set up in 1965 to take over the money broking activities of stockbroker Sheppards and Chase, would not trade with the group's gilt-edged market making open

In the year to December 31 1987, SML made £1.75m before tax and has net tangible assets of £10m. The minimum pay. ment of £8m is based on pre-tax profits of £1.2m this year.

De Savary buys 363-acre site

MR PETER de Savary, yachtsman and entrepreneur. is buying, through Highland Participants, a 363-acre free-hold site in southern England

French banking business, for

those months were offset only

rate movements.

which includes Southampton (Eastleigh) Airport.
The land is owned by Fin-dhelp, which Highland is buy-ing for \$2 and assuming liabili-

ties and other expenses of 250m; initial finance is through a short-term loan facility.
Highland is currently in discussion with a number of leading property companies with a view to maximising the potential benefits of the non-airport-related land for shareholders.

The site has direct access to

The site has direct access to

the M27 motorway and to Southampton Parkway railway station. An outline planning application has been submitted in relation to part of it.

The airport is operated by Airports UK, part of the BAA group. Current net income generated by the assets acquired is some £2.3m annually.

ASW beats dividend forecast

IMPROVED TRADING conditions have prompted ASW Holdings, formerly Allied Steel and Wire, to announce a dividend of 5p for 1988 - a 14 per cent increase over the 4.4p forecast at the time of the flo-

tation in May.

Mr Chris Lyddon, finance director, said that during the year, prices had risen on the Continent by as much as 10 per cent for certain products. It

had previously been difficult to predict how prices would behave following the abolition of quotas at the turn of the

increase in pre-tax profits on a

ASW was established in 1981 as a joint venture between British Steel and GKN. In Sep-tember, ASW reported interim results for the first six months of 1988 which showed an pro-forma basis from £10.2m to £13.2m.

Gent (SR)

The annual general meeting of Gent (S.R.) will take place at noon tomorrow at Painters' Hall, 9 Little Trinity Lane, London EC4. The time and place of the meeting were incorrectly reported in yesterday's FT.

Wellman restructuring continues with £3m sale

WELLMAN, the engineering group which has recently climbed out of heavy losses, is continuing its restructuring with the disposal of two sub-sidiaries for a net \$5.2m (£2.86m). The directors intend to eliminate all preference dividend arrears and expect to resume ordinary payments for

Wellman is selling Systems, its US subsidiary, and the related UK businesses, to its

US management, and will be investing \$1.25m in the buyout The companies - which make a range of engine glow-plugs, industrial heaters and

furnaces — contributed £218,000 to Wellman's profits after interest and tax last year. The company said that the offer from the US management gave it the opportunity to pull out of difficult and risky mar-

Cattle's purchase

Cattle's (Holdings), consumer credit financier and insurance broker, is paying £378,000 to acquire Southern Trust Financial Services. Finance is via the issue of 600,000 shares at 63p. Southern Trust specialises in the provision of weekly collected consumer finance and the sale of household goods through a network of 85

It incurred a loss after extraordinary items of £307,000 last year but management accounts show that it made a pre-tax profit of £44,000 in the first half of the current year.

Barton Transport

Nottingham-based coach operator, announced pre-tax profits down from £227,000 to £156,000 for the year to September 24. Turnover fell to £7.49m com-pared with £8.07m.

The dividend for the year is held at 24p. Earnings fell to 23.8p (30.9p) after tax of £31,000 (£58,000). Extraordinary redundancy costs this time were £55,000.

York Trust acquisition

By David Waller

YORK TRUST, financial services group run by Mr Neil Balfour, former Euro-MP, has bought Babcock & Brown (UK), international lease and money and financial futures broker, for an initial £19m.

The consideration will be satisfied by the issue of 17.5m ordinary shares and 11.1m con-

vertible, all of which will be retained by the vendors. If in the year to March 31 1989, Babcock's pre-tax profits exceed the £3.4m made in 1987/ 88, further consideration will be payable subject to a maxi-mum £28m. This is likely to be satisfied by the issue of new ordinary shares.

COMPANY NEWS IN BRIEF

ATA SELECTION group has purchased 83 per cent holding in Printing Equip Finance from Beckett Group for £250,000

BLUEBIRD TOYS, USM-quoted toy manufacturer, is investing £12.4m in establishing a factory in Merthyr, Wales. The factory will create 400 permanent and 200 seasonal jobs over three

BSG INTERNATIONAL has acquired a 49 per cent interest in Base Srl, a Turin-based company with a major share of the Italian child seat market. Consideration is L4.27bn (some £1.82m) of which L300m deferred until end next March. BSG has option to increase stake to 51 per cent after December 31 1991, and buy remaining 49 per cent after December 1994. CANNON STREET Invest-

ments has agreed to acquire Leeds-based Nikkai Imports, importer of consumer elec-

tronic equipment, for an initial consideration of about £3.7m -\$2.7m in cash to be paid on completion. This assumes Nik-kai profits of about £1m in 1988. Further consideration up to £8.4m will be payable if aggregate profits to December 31 1991 exceed £6.8m.In 1987 Nikkai made pre-tax profits of

ELLIS & EVERARD has paid an initial \$5.5m cash for Pio-neer Chemical, a Dallas-based commodity chemical distributor. There is a further performance related consideration of up to \$3.6m. In 1987 Ploneer made pre-tax profits of \$470,000, and for the first helf of 1988 earned \$388,000. GREENE KING has acquired three prestige north London public houses for \$3.25m cash. They are The George and The Hope and Anchor in Islington, and The Nelson in Wood MATTHEW HALL: acceptances

£565.000.

received for 40m shares (51 per cent) and Amec has declared its ofer unconditional; total acceptances received for 44.69m shares.

ISOPAD INTERNATIONAL, heat-control equipment maker which joined the market in May, made pre-tax profits of £903,000 (£912,000) for the six months to July 31, on sales of £6.45m (£5.53m). Fully diluted control non chara 4 %70 (£4.22) earnings per share 4.27p (5.42p) and interim dividend 1.5p.

KINGSTON OIL & Gas has entered a joint venture agree-ment with Greenland Petro-leum, of Ohio, to begin the first phase of a drilling programme in Nobel County, Ohio. It has also acquired 100 per cent working interest in 19 Clinton formation wells from the CY Tung Group for \$264,000.

NEWMAN TONKS is acquiring Dixie-Pacific Manufacturing for a maximum \$6.1m cash; the initial payment will be \$3.6m. Dixie makes architectural columns and specified millwork for the commercial construction sector, and was a division of Hobbs Industries. Annual sales are currently \$8m and yield pre-tax profits of about 10 per cent.

T&N is buying Sutcliffe Rubber Company, which makes auto-motive rubber to metal bond-ings, rubber mouldings and rubber linings for plant and conveyor rollers, for £1.2m

WATERGLADE International has formed a company to locate and manage development and investment proper-ties in West Germany.

WICKES has sold Midland Joinery and Kesma in a man-agement buyout for £1.88m cash. The companies make softwood doors and windows and do not form part of core

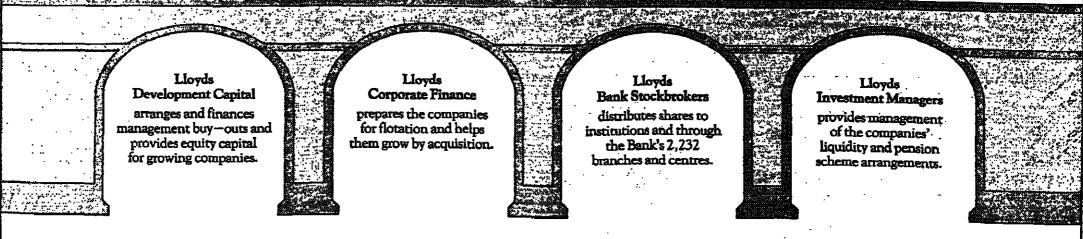


40-66 Queen Victoria Street, London EC4P 4EL. Tel: 01-248 2244 Embassy House, 60 Church Street, Birmingham B3 2DJ Tel: (021) 200 1055 (Corporate Finance) Tel: (021) 200 1787 (Lloyds Development Capital)

> Lloyds Merchant Bank Limited, Lloyds Development Capital Limited and Lloyds Bank Stockbrokers Limited are Lloyds Investment Managers Limited is a member of IMRO Lloyds Merchant Bank Limited

is a subsidiary of Lloyds Bank Plc

The Structure of our Merchant Bank





Ten times the European experience



"The only complete resource addressing in detail the most important business issues in your strategic planning for 1992."

Initiative 1992 brings together an elite team of the CBI and ten leading British companies, whose combined knowledge of Europe has been galvanised into a detailed business resource that is unparalleled.

It presents this knowledge in a series of ten seminars dealing in detail with ten vital business topics, and provides specially written detailed reference books which explain the impact of the Single Market and the strategies to be adopted in the New Europe.

It backs this resource with a unique telephone enquiry and information service. Whilst others offer general advice, Initiative 1992 deals in specifics.

This Initiative is subsidised by the private sector enabling the CBI to offer this facility at a considerably lower cost than normal market value.

The whole package costs just £1000 (£1500 for non CBI members.)

INITIATIVE 1992 is available now, but places are limited.

You should act today.



Preparing British Business Telephone 01-836 1992.

quisition

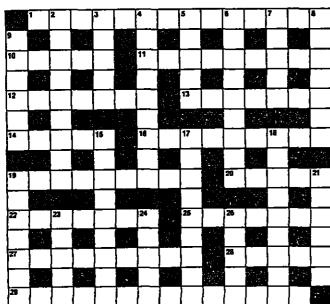
nk

FT UNIT TRUST INFORMATION SERVICE

AUTHORISED UNIT TRUSTS	Chert Case. Plas Office - or The Chert - or The Che
Abbey Unit Tst Mogrs (1000)H 80 Holdeshars Rd, Boursements 0345717373	BE Enryp Certs 5 191 1 191 1 203 2 -0.81.1 Be Enryp Certs 5 266 7 260 7 257.4 -3.6 53 BE Enryp 4 - 5 100 7 100 7 107 1 107 1 BC Com 6 6e - 5 162 66 64 20 20 1 107 1
Annual Control of the	Bank of Ireland Food Mgrs Ltd (12007F 36 Queen St. London, ECAR 1888 814 & Grass
The state of the s	Unicom Hye, 252 Rominol Rd, 27 Unicom Hye, 252 Rominol Rd, 27 Unicom America St. (7 22 Unicom 22 Unicom America St. (7 22 Unicom 23 Unicom 24 Unicom 24 Unicom 25 Unic
On Queens Terrance, Abordens AB9 10.1 0e00 837580 America 5.1 17.99 37.99 40 42-9 ff 2.24 America 5.1 17.99 37.99 40 42-9 ff 2.24 America 5.1 47.69 47.69 50.35 0.27 - 1.27 America 5.1 47.69 47.69 50.35 0.27 - 1.27 America 5.1 47.69 47.69 50.35 0.27 America 5.1 47.69 0.27 Ame	Do 900
James Sept July 2-50 July 60 177 100 -0 70 0.01 With Asser Inc (a) 5 24,	Barclays Unicent Ltd (1000)** Unicent Hay 222 Reprint Rd. 27 Unicent Hay 222 Reprint Rd. 27 Unicent America St. (7210 77.28at 77.08-2392.25) Do Arst Rd. 54, 1185-1, 190.3 20.1.0-4.1.2.0 Do Arst Rd. 54, 1186-1, 190.3 20.1.0-4.1.2.0 Do Cartin Rd. 54, 1186-1, 190.3 20.1.0-4.1.2.0 Do Estable St. 54, 1186-1, 190.3 20.1.0-4.1.2.0 Do Estable St. 54, 128-2,
Abigras; Maragement Ltd (1000)H 10 Queen Terrace, Aberdeen AB9 (10)	Braing Fund Managers Ltd (1200) Baring Fund Managers Ltd (1200) PO 80: 156, Becksham, Kee BR3 ANG (1)-658, 900 America EVS \$354, 47 54, 79 42 America EVS \$154, 47 54, 79 42 Braing Braing St. \$154, 47 54, 79 43 Braing Braing St. \$154, 47 54, 79 43 Braing Braing St. \$154, 57 5
49 Windesdalles Rd, Bristol, BSB 102 20 de de 10 de 1	Growth & Inc. Acc
Agama Unit Frasca Lts Ladour Lodon, N1 9XG (1974) (Berli Cont. The bends (124 218 01-374 262) 11 Blumfeld St. London (1224 218 01-374 262) Far Extern 5 212 0 222 0 245 124 America 51705 1810 1903 221 UK & European 51325 5 348,0 368,5 1 0.5
(igh Yirid	Bishapsspate Progressive Migrat Co (1200F) 155 Latest Place London SWA 1MW 11-4978L1 Progressive Int
AErina Unit Trasts Ltd (1600)F AErina House, 2-12 Pentamelle Road, London, N1 9XG Baropour Growth 111.6. 111.6. 119.9071.00 Aeroni Unital 2401.1. 401.1d 421.62445.2. Aeroni Unital 2401.1. 401.1d 421.62445.2. Aeroni Unital 21001. 1001. 10520.045.2. Aeroni Unital 21001. 1001. 10520.045.2. Aeroni Unital 211.7. 273.2. 250.22.00.00 Aeroni Unital 271.7. 273.2. 250.22.00.00 Aeroni Unital 270.2. 270.8. 83.10.1. 12.3. Aeroni Unital 270.8. 83.10.1. 12.3. Aeroni Unital 270.8. 83.40.1. 12.3. Aeroni Unital 270.8. 274.3. 270.90.1. 20.8. Aeroni Unital 274.3. 274.3. 270.90.1. 20.8. Aeroni Unital 510.4. 12.4. 170.30.10.00 Haber Georgia 270.8. 270.9. 270.40.10.00 Aeroni Unital 510.4. 12.8. 0.1. 0.1. 0.00 Haber Georgia 270.9. 270.4. 0.00 Aeroni Unital 510.4. 212.8. 0.1. 0.00 Aeroni Unital 510.4. 212.0. 135.60.18.90 Aeroni Unital 510.4. 212.8. 0.10.0. 0.014.4. Aeroni Unital 510.4. 212.8. 0.10.0. 0.014.4. Aeroni Unital 510.4. 212.8. 0.10.0. 0.014.9. Aeroni Unital 510.4. 212.8. 0.10.0. 0.014.9. Aeroni Unital 510.4. 212.8. 0.10.0. 0.014.9. Aeroni Unital 510.4. 123.0. 0.156.6. 0.18.90	Brewin Dolphin Unit Tst Mgrs Ltd (1995)5 56 itspur St. Loados ECLA 905 Brewin Capillal St. 175 2 164 2 195 9 11 9 Brewin Capillal St. 175 2 164 2 195 9 11 9 Brewin Doubles St. 175 2 164 2 195 9 11 9 Brewin Doubles St. 175 2 164 2 195 9 11 9 Brewin William St. 200 0 212 4 2 2 3 4 8 4 1 8 5 9 4 1 9 8 1 9
Alliciturches Inv Mgmt Servs Ltd (1200)H 19/21 Billiter Street Landon E/3M 28Y 01-528 7364 with the common 5 62 48 53 17 56 41 46 51 25 0 52 48 51 75 54 14 45 12 5 0 Some Baller set. 554 78 94 708 49 84 40/24 00 some Baller set. 554 17 89 47 08 49 84 40/24 00 Hallied Dumbar Unit 13th PLC (1600)F	Brown Shipley & Co Ltd (1200)F 9-17 Perryment fit By membrit 10 0444 4123-2234/9 1-17 Perryment fit By membrit 10 0444 4123-223/9 1-18 Perryment fit By membrit 10 0444 4123-223/9 1-18 Perryment fit By 10 0441 92 01 02 02 02 02 02 02 02 02 02 02 02 02 02
COMMISSION	Hesketh Hise, Portman Sq. Wilk GJR 01-935-638 Income Growth
season Franch. Immeritate Income 5 27 (13 27 13 28 89) 4.53 Ingli Income 5 290.3 290.3 309 1 3.04 Ingli Income 5 290.3 290.3 309 1 3.04 Ingli Income 5 1647, 174 6 4 70 Ingli Victor 5 1647, 174 6 4 70 Ingli Victor 5 1647, 174 6 4 70 Ingli Victor 5 178,3 170 Jan 181.3 3.49 Income Sect Site 5 179,3 170 Jan 181.3 3.49 Income Sect Site 5 199,3 59,5346.3 39 1 86 Income Sect Site 5 199,3 59,5346.3 39 1 86 Income Sect Site 5 199,3 59,5346.3 39 1 86 Income Sect Site 5 198,3 187,3 197,3 187,3 197,3 187,3 197,3 187,3 197,3 187,3 197,3 187,3 197,3 187	Burkmaster Mangent Ca L1d G1209M The Stock Exchange, London EC2P 2.77 G1.588 286 Emerging Gerth \$5 59, 12 60, 64 64, 34 -0.61 1, 69 Kdccnn Units) \$5 59, 12 60, 64 64, 34 -0.61 1, 69 Kdccnn Units) \$5 59 76 61, 10 64, 34, 31, 61, 16 Fellowship 19, \$5 50, 64 56, 60 61, 38 -0.31 1, 51 Kdccnn Units) \$5 50, 16 59, 16 62, 56 -0.81 1, 52 Kdccnn Units) \$5 40, 64, 64, 72, 72, 72 Known Carlon Units) \$136, 2 141, 0 149, 64, 74, 72, 74 Known Units) \$102, 3 102, 3 102, 2 -09 1, 52 Kdccnn Units) \$102, 3 102, 3 102, 2 -09 1, 52 Kdccnn Units) \$102, 3 102, 3 102, 2 -09 1, 52 Kdccnn Units) \$102, 3 102, 3 102, 2 -09 1, 52 Kdccnn Units) \$102, 3 1
Property - 247 93 97 988 108 22	Berrage Unit 1st Mangrat Ltd (1995)F 117 Feschuth St. Lendon ECSM 5AL 01-880721 St. pat Eth & F 11, 152.07 52.07 52.77 No tell.30
Arthony Wieler Unit Tst Ngunt Lbd (1000)F 9 Wielers St, London EJ 7HP 01-377/010 riowth income \$1 107 7 107 107 117 11-4 91 40 104 Accome \$1 107 7 107 107 107 107 107 104 105 Accome \$1 104 6 141.6 150 6 - 491 40 104 105 Accome \$1 50 57 4 52.86 56 23 - 4.87 10 Arkwright Management (1400)F King St, Mackester M60 34H 061-832 0242 invent Nov 8 5 195.86 95 684 101 8 12 42 income Nov 8 51 48 39 48 39 51 48 44 78	74 Shepherds Sash Green, W12 BSD 01.740 707 UK General Yat
Asset Unit Trust Minges Ltd. (0980)F B Battle Bridge Lave, Lundon SEJ. 20E 01.378 (1950) Irovith Oct 28 5 (001 87 101 67 108 24 1 1 82 Hearns Oct 28 5 (00 85 108 85 113 32 1 5 17	LS High Hollows, London WCLV oPY 01-242114 IS America 540.06 48 09 51.6 - 0.70 9 IS International 540.06 48 109 51.6 - 0.70 9 IS International 540.06 48 109 51.6 - 0.70 9 IS International 540.06 48 109 109 109 109 109 109 109 109 109 109

CROSSWORD

No. 6,786 Set by FETTLER



- ACROSS

 1 WW2 defender had dam all in favour (7-7)

 10 Slip again? Not when this has been applied (5)

 11 Nothing to eat with the mouth agane (4-5)
- mouth agape (4-5)

 12 Ill-starred merchants (7)

 13 The French-Greek, shortly established as a pout (3-4)

 14 See benefactor's name in
- the entrance (5) the entrance (3)
 16 Leading characters of Old
 Vic created extravagantly
- 19 Obese pot Uncle Rex developed (9)
 20 Frighten off treed bats (5)
 22 Stretches touching hurts

- (7)
 25 Having ring around well-shaped leg (7)
 27 This pasta's always cooked at eight. PS....(9)
 28 I eat a steak then, showing discernment (5) 29 After evolution they become neater handlers (14)
- 2 TT = Tar Tinter? (9) 3 Peeled oranges set in a row
- 4 Internal concretion has reduced volume and weight
- 5 inclination? Bow's capital, even after losing head (5)

- to reprove (5) 8 Volunteers in well known
- 21 Steer runs to cow's mamilla 23 A cove had one behind the
- cloth (5)
 24 It's played back in Bharat

6 Being a drug well formulated, it's a protector (9)
7 Speak out - there's nothing

put down (7) 9 Having to be kept in, right in; that's what irritated (6)

15 Unbroken- horses jog north
of the border - riding over
this way? (5-4)

17 Found the basil's cooked (9)

18 Parimutuel, malfunctioning,
is a lottery - almost (9)

is a lottery - almost (9)
19 Polished screen I wax (7)

26 Native province in Africa (5) Solution to Puzzle No.6,785 BOOKTOKEN HUMID
R.D. E. E. O. I AS I
ADDER WOUNGONES
S.J. R. R. R. H. S. C.
S.TOMATIITIS REAR
B.F. NOS I SEAR
B.B. ING HUMDRED
E. R. S. V. E. I
FOREMAN. C.L.EMENT
R. A. O. R. R. D.
EXAM INTERTWINE
S.T. P. S. A. I. T. II
HOTTENTOT BLIND
E. I. E. O. E. L. N. E.
RIECAP PASSENGER

Dartington Unit Tst Mingt Ltd (1200)F 9 fbc Creson, Plymouth PL1 348 0752 673873 Total Perfence ... \$167.50 67 \$0st 71.681 12.27 Signal Tst Mangmt Ltd (0905)F arteSt, London WIX 3HF 01-499 5733 millors 0 930 81 948 70 — — H Cos 0 13290 1 1329 1 1455 3

| Companies | 125-7 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 126 | 12

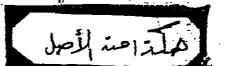
Elcon Ltd (1600)F Central Ct. Keoti Res Projection SR6 01A (689 70538 Elcon Trest 5/131 | 133.3 143.01 | -

Legal & General (U.T.) Mgrs) Ltd (1200)H

FT UNIT TRUST INFORMATION SERVICE

GUIDE TO UNIT TRUST PRICING





614 1 Miller 15 198

4. 12 12 12 12

and Campaigness (September 1987) and the september 1987 (September 1987) and the septe

to troug

7009

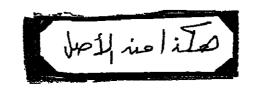
77 - 1.

dempro des 1785e Tieno - -

ora - San - Salisia 1

A Service of Service o

and the second of the second o



TUNIT TRUST INFORMATION SERVICE TO UNIT TRUST INFO FT UNIT TRUST INFORMATION SERVICE ·· -- · Big. ·- Offer + ar' Yield Price Prick - Gross Other + or Yield Prior - Gross 21d Price Offer + er Yield Price - Gross Office + or Yield Prior - Gran udd Price Price - Pres · . :

FT UNIT TRUST INFORMATION SERVICE

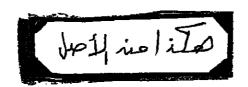
FT UNIT TRUST INFORMATION SERVICE	and delice on April
Bid Gifer + wr Yield Bid Offer + ar Yield Bid Offer	Price Price - Gree - NM Schroder Financial Mant Ltd - Citisank CD
10 10 10 10 10 10 10 10 10 10 10 10 10 1	S. Lai Switz Fort 01-439 0924 Series Fract
North American France 177.3 186.5 177.	79.7 33.9
	Cital Really No. 14. 37.50 7.921 +0.079 - 9.0 Box 61. 31 Prior Park Lambers Service Food 128 9.0 182 - 10.078 - 10.078 1.0271 - 10.0781 - 10.0781 - 10.0781 - 10.0781 - 10.0781 - 10.0781 - 10.0781 - 10.0781 - 10.0781 - 10.0
Denote Find 190 621 - AFF and Market 190 621 -	95.6 100.7 -0.4 Bend Funk
Deposit Found 1950 62.1	104.7 110.2 40.1 - Delta Gresp - Carrier International Management Ltd. 45.0 49.9 - Delta Gresp - Baharat Bahar
Norwich Union Life Instantance Sec. 101.0 100.6 -77	1922 97.1 -0.3 - Agents: IDelinear Belson Mainten Parison Inchine Facility 2015
Ur Equity Pd	147.5 195.3 -0.1 -0
Entroping Fd 114 65 120 69 - 0.59 Free Control Fd 115 12 121 18 Free Control Fd Free Contr	130.7 137.6 Personal of the control
Ordinana Character 180	000 00KLU, 3
Pearl Assurance (Unit Funds) Ltd 196.3 206.1 196.5 206.5 206.5 206	V-Velocity 310 (354)
Peier Assurance (Unit Funch) Peier I Assurance (Unit Funch)	117.3 123.5 -1.4 - PO Box 25.5, 15.20 Folic General May 1.154 - 0.007 1.007 1.007 1.00
Monry Fand. 101.9 107.3 +0.11 - \$6.F Consolidation. 102.5 -0.2 - 1.5 browning for the first of t	berook PEZ 988 U. J. A. C. C. GT Management Pic OCCF, Live process of OCCF, Live process of
Rel Less Series 5	118.04 - 118
10 10 10 10 10 10 10 10	Orleanthywide State
See Sulling Act	Manufacture M21 207 Year December 1 202.3 " 204 102.3 3 460 &4 5
Am Smill Cos. Acc (2.10 86.40 -0.30 - Pen mid List Git Tort 141.5 149.1 49.2 - Enset Recop Fi Sec. 172.5 181.6 - Global Recourses Ys 76.2 - 40.7 - Social State Institutes	101.4 Preserving Copyring 101.5
Priest international Acc	ECOF Fund
Sector Margo Acc. 130 0 136.8 -0.9 - Hamsed Nov 9. 212.1 221.01 - Guidal Gailty. 36.8 37.7 - Sheeper and Malay. 77.5 77.9 -0.2 - Lebestor Declarated 1951.3 201.2 106.6 -0.3 - Hamsed Nov 9. 212.1 221.01 - Guidal Gailty. 37.0 - Sheeper and Malay. 77.5 77.9 -0.2 - Lebestor Declarated 1951.3 201.2 106.6 -0.3 - Lebestor Declarated No. 107.0 - Sheeper and Malay. 77.5 77.9 -0.2 - Lebestor Declarated No. 107.0 - Sheeper and Malay. 77.5 77.9 -0.2 - Lebestor Declarated No. 107.0 - Le	1925 Glebal Asset Management Corpu. Save & Presser International 1221 1265 Bit Rev 110 S Petr Port Corpus 0681-26715 PO Box 73 S Indian Josep 6534 75933
Managed Fard . 26.3 8 27.7 Managed . 467.2 470.8 -3.4 Managed . 467.2 470.8 Managed . 467.2 470.8 Managed . 467.2	
Pers FT30 F3 (Lac.) 149 1 157.0	reclusive Securities Limited Greet Far East Inv SC R54 0.913 -0.005 Descrity Share
Premium Life Assurance Co Ltd	
Ballaced 23.0 26.0 -2.0 Prudential Hollorn Persions Ltd 39.0 Hollorn P	25 Renormaber Street, Loston, EC2 3.2 Con USSAP 500 Inten Ser L. 1956.42 284.66 5-5.77 3.17 84W November 11
Jagon	HERRY Value Treet. Section 1962-19 -7.21 7.15 Particular First 1962-19 -7.22 7.16 Particular First 1962-1962-1962-1962-1962-1962-1962-1962-
UK Equity	1073 12.50
European 137,0 145,0 Productial Pensions Limited European 137,0 145,0 Productions Pensions Limited European 137,0 145,0 Product Pensions Limited European 137,0 Product Pensions Limited	115.8 122.0
Property	
Balanced Gwith Mingd. 319.2 547.2 4.7 — Cash Nov 9	DAILY 0753 Red 244 [Engaged Contexp Fault, 303,45 3 200 + 0.02 (7.07 F. Marquist Marquist Fault 124 (1.07 F. Marquist Contexp Fault, 303,45 3 200 F. 0.07 F. Marquist Contexp Fault, 303,45 3 200 F. Marquist Contexp Fault, 303,45 3 200 F. Marquist Contexp Fault, 304 F. Marquist Co
International	97.6 97.3 - 5 Emploon Read Fd. \$27.47 28.77 -0.13 6.94 5 Suff 5
Technison	100.1 105.4 -0.7 -0.0
Prif & Fixed Int	All offer prices control technique of 4% lottlaid charge. All offer prices control technique of 4%
Standard Republic 2007 2007 2007 2007 2007 2007 2007 200	198.8 204.01 -2.1 - CHIMA DISTRIBUTE ACCOUNT AND ADDRESS CONTRACTOR ADDRESS CON
	1. RE10 9178 92.0
Extractin Peris. 187.4 90.0 - Retinance matural matural matural perison periso	157.4 165.7 C20028066 SURIA VA HOST 157.5 31.45 13
9FP PR im Port 95 1 100 2 -0.9 - Deposit Acc	Correct & Managed 124.96 1259 1258 April of Correct On 1879 1 2771 1 288 -
Servicing Sci. June 91.0 97.8 97.8 97.0 97.8 97.0 97.8 97.0 97.8 97.0 97.8 97.0	RE AND Serior Managed State 11.59 -0.04 6.32 For communion Priors of States Phone 06.24 25060 US Dollar Managed States - 15.33.30 14.181 +0.011 8.64 Asset Global Founds Link
	US Dollar
125 125	PO Box 206. St. Peter Pt. Charmer 0621 22423 Global lextons 0621.5% 50.795 50.795 50.8196 4 601 4 44
Property Growth Aster Co Ltd Deposit	1.01 -0.12 -0.00
Investment fund. 207 -1.0 - City Carpital Per Fd. 155.1 155.2 - Pers 10 Aprentant fund. 127.1 127.5 -0.7 - Sin Annabar consumer, regression 10 - City Carpital Per Fd. 155.1 155.0 - Pers 10 Aprentant fund. 127.5 125.5 -0.0 - Ultr Familian for City Carpital Pers 131.1 155.0 - Pers 15 Aprentant fund. 127.5 125.5 -0.0 - Ultr Familian fund. 127.5 125.5 -0.0 - Ultr Familia	\$3.00
	CSS.26 Irory & Sime Penthrske Inc DMS.14 - One Charlotte Sunre, Epithurgs (33) 225 1357 Pacific Ex (Acc) 51, 85,651 50,651 6,8881
International for 170.5	St. 10
Man Pers. 6a	Selection of the sele
Bolo Soc Pen UI	n Bridge SEI 1837, 01-407 5946. Lisysta Stants (CD U/T Mages.) SEARCH
Init Pero Fd. Cap 145.2 1-13 - Asstrall 145.2 1-15 - De. Ord. 1151.6 154.9 1-12 154.9 1-	07.9 104.54 40.1
Property ACC	Company Comp
Supplies Acc 134 7 16.1 0.3 - All British Growth 64.5 68.0 -0.8	125 1.66 +0.03
Residential Prop Acc. 118.1 124.6 -0.6 a Entra Inc. 128.8 146.2 -2.4 Pers. tel. Pri. Driv. 130.1.9 317.9 -4.3 - Managed Account. 488.7 Horstoniester Financial Services (CV) Ltd. International Book. 148.6 -0.6 a Entra Inc. 128.8 146.2 -2.4 Pers. tel. Pri. Driv. 130.1.9 317.9 -4.3 - Managed Account. 488.7 Horstoniester Financial Services (CV) Ltd. International Book. 148.6 -0.6 a Entra Inc. 128.8 146.2 -2.4 Pers. tel. Pri. Driv. 130.1.9 317.9 -4.3 - Managed Account. 488.7 Horstoniester Financial Services (CV) Ltd. International Book. 148.6 -0.6 a Entra Inc. 128.8 146.2 -2.4 Pers. tel. Pri. Driv. 130.1.9 317.9 -4.3 - Managed Account. 488.7 Horstoniester Financial Services (CV) Ltd. International Book. 148.6 -0.6 a Entra Inc. 130.1.9 148.6 a -0.7 a Prin. Driv. 130.1.9 148.6 a -0.7 a Pri. Dri	1 51974 Strate Cart 1994
North Arrival Arriva	1.00
Note	1.00
104 105	Stocks 10.06ml +0.01

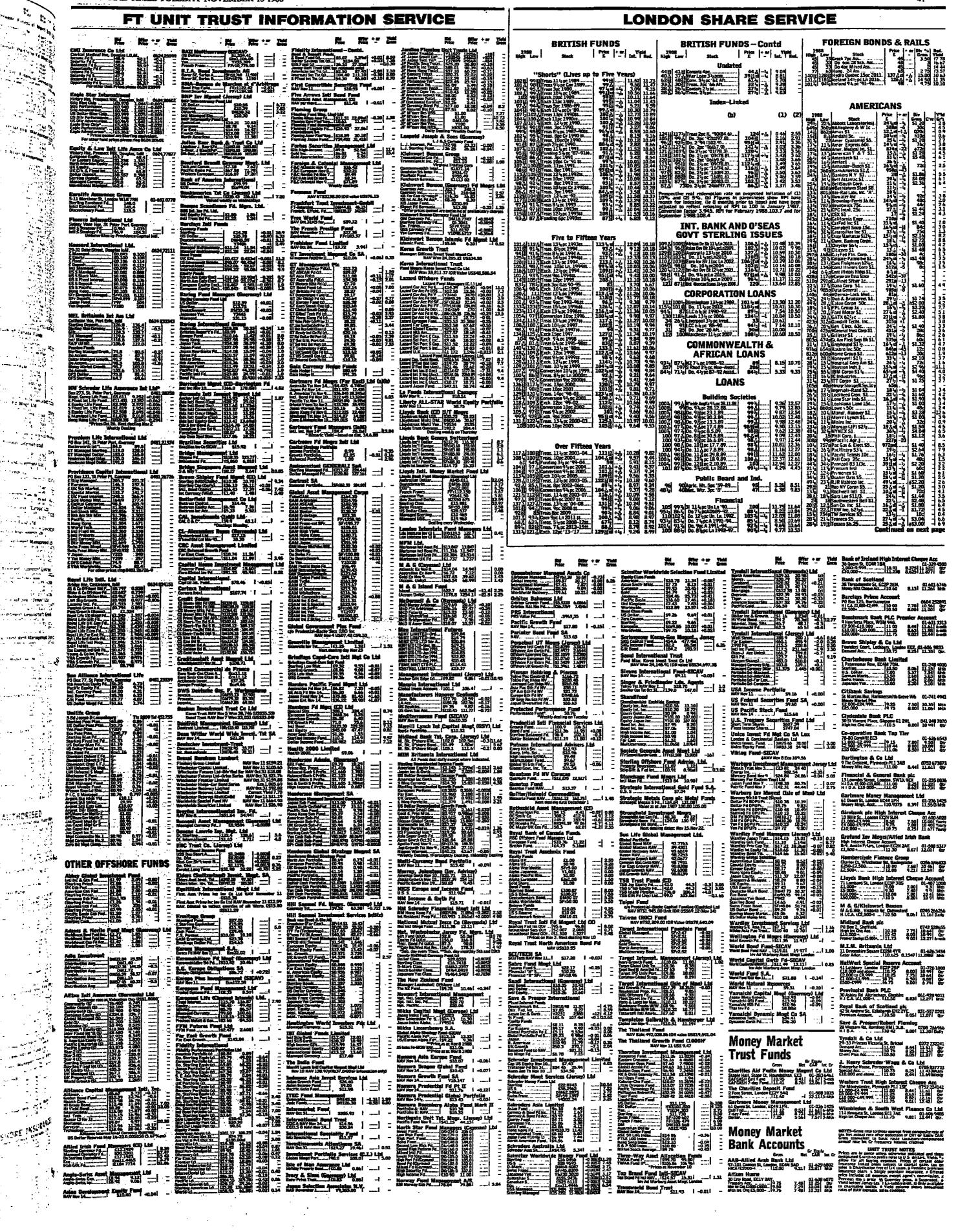
هكذاعة الأحل

YOU'S MRITRIS IN

11.4.14

. . · ·





EUROPEAN OPTIONS EXCHANGE

Vol Last Vol Last

CURRENCIES, MONEY AND CAPITAL MARKETS

FOREIGN EXCHANGES

Dollar steadier but nervous

the Bank of Japan in Tokyo enabled the US dollar to regain some of its composure in currency markets yesterday, having fallen to its lowest level this year against the Japanese yen on Friday. The Japanese central bank bought an estimated mated \$500m in Tokyo, as the dollar threatened to break through key support at Y122.50.

Early trading in Europe was subdued as a direct result of the Japanese intervention. Traders were also keen to gauge the mood of US markets, returning after a long weekend. In the event, there was little fresh impetus provided after the start of trading in New York. Comments by leading Japanese and US officials added conviction to the sentiment that the newly elected US Administration is playing for time, before addressing the problem of the twin budget and

trade deficits.
In addition, institutional investors are wary of adopting exposed positions ahead of tomorrow's release of US trade figures for September. These are expected to show some improvement over the August shortfall, but there is little incentive to take out fresh positions until then.

The dollar rose to DM1.7445 from DM1.7340 and Y123.40 compared with Y122.65, after

£ IN NEW YORK							
Nov.14	Latest	Previous Close					
£ Spot	3 months 1.43-1.41pm n/a-a/a						
Forward premiums and discounts apply to the US dollar STERLING INDEX							
		1/1 D-leve					

	_	Kos.14	Prenious
8.30 am 9.00 am 10.00 am 11.00 am 11.00 pm 2.00 pm 2.00 pm 4.00 pm		76.9 77.0 76.9 77.0 77.0 77.0 77.0	76.9 76.9 77.0 77.0 77.0 77.0 77.0 77.1 77.0
CURRE	ICY I	RATES	
Nov.14	Bank rate %	Special ^a Drawing Rights	European Currescy Unit
Sterillon		0.750629	0.456706

CURRENCY KATES					
Nov.14	Bank rate %	Special ^a Drawing Rights	European Carrescy Unit		
Sterilios U.S Dollar Canodian S Austrian Sch. Setgian Franc Danish Krone Deutsche Mark Neth, Golider French Franc trailan Liva Jayanese Yen Korway Krose Spanish Peseta Sylvedish Krose Sylvedish Krose Sylvedish Krose Sylvedish Krose Sylvedish Krose Sylvedish Franc Greek Drach Lysis Prant	55055 4 7 72 5 4 72 5 8 8 73 5 2 12 2 8 8 73 5 2 12 2 8 8 73 5 2 12 2 8 73 5 2 12 2 12 2 12 2 12 2 12 2 12 2 12 2	0.750629 136134 N/A 10.6466 M/A 9.14820 2.36605 2.67279 N/A 1766.05 168.602 8.90180 156.170 N/A 1.96551 196.006 0.889300	0.656706 1.18470 1.45599 14.5694 43.4251 8.00619 2.07180 2.33682 7.07857 1543.66 146.606 7.82671 136.655 7.21244 1.73973 171.604 0.775072		
*Ali SDR rates	ac for N	0 v.11			

CURRENCY	MOVE	MENT:
Nor.14	Bask of England	Morgan ^a Guaranty

Nor.14	England Index	Guaranty Changes %				
Sterling U.S Dellar Canadian Dollar Austrian Schilling Belgian Franc Daulsche Mark Swiss Franc Guilder Franc Guilder Franc Lira	77.10 94.93 139.22 149.77 169.77 169.51	NIA NIA NIA NIA NIA NIA NIA				
Yen Z52.1 N/A Miorgan Genaranty changes: average 1980- 1982-100. Bank of England Index (Base Average 1975-1000-Plates are for Nov.11.						

OTHER CHRRENC

	K CUKKEN	
Nov.14	£	5
Argentina Australia Brazii Fintand Greer Hoog Kong Innenbourg Malaysia Malaysia	22.6785 - 22.8360 2.1345 - 2.1365 922.25 - 927.40 7.4665 - 7.4795 258.00 - 362.00 14.0665 - 14.0835 122.759 1253 65 - 1263.70	12.5700 - 12.650 1.1765 - 1.1775 511.20 - 513.78 511.20 - 513.78 7.8010 - 7.803 67.00 690.30 - 695.99 0.28000 - 0.2801 36.50 - 36.60 2.6900 - 2.6930 2.894.00 - 2294.00
	2.8125 - 2.8175 6.7610 - 6.7670 3.5215 - 3.5275 4.3410 - 4.3525	284.00 - 2240.0 1.5570 - 1.5595 3.7500 - 3.7510 1.9520 - 1.9540 2.4025 - 2.4055 3.6695 - 3.7385 28.05 - 28.15 3.6725 - 3.6735

MONEY MARKETS

UK INTEREST rates falled to show much reaction to higher than expected British retail

sales in October. A rise of 1.9 p.c. contrasted sharply with expectations of a 0.6 p.c. increase. However, the retail

sales figure is known for its month-to-month volatility, and the market seemed less than impressed by concern in some

UK clearing bunk base lending rate

12 per cost from August 25 & 26

quarters that the rise in con-

sumer demand could increase

pressure for another rise in

bank rate was quoted at 12 in

12% p.c. compared with 12%-

12% p.c., while the one year rate was marginally firmer at 12%-12 p.c. from 12%-11% p.c. on Friday. Overnight money opened at 11% p.c. and drifted

off to finish around 5 p.c.

The Bank of England forecast a flat position. Factors

affecting the market included

bills maturing in official hands

and repayment of any late assistance, together with a take up of Treasury bills drain-ing £836m, and banks' balances

brought forward £70m below

target. These were offset by

Exchequer transactions, which added £425m, and a fall in the note circulation of £465m.

There was no intervention

The key three-month inter-

bank base rates.

Limited reaction

HEAVY INTERVENTION by modest intervention by the US Federal Reserve Board. Elsewhere, it finished at SFr1.4545 from SFr1.4550 and FF15.9600 against FFr5.9275. On Bank of England figures, the dollar's exchange rate index rose from 93.5 to 94.0.

Sterling tended to track the fortunes of the dollar for most of the day. Its exchange rate index opened at 76.9, down from 77.0 on Friday and showed little change before closing at 77.1. Traders remain cautious on sterling's pros-pects, and most will be content to wait for the release of average earnings and retail paices for October later this week.

The pound slipped to \$1.8085 from \$1.8155, but was firmer against the D-Mark at DM3.1550 against DM3.1475. It was also higher against the yen at Y223.25 from Y222.75. Elsewhere, it finished at SFr2.6475 from SFr2.6425 and FFr10.7775 compared with FFr10.7600.

Intervention by the Bank of Japan has been in marked con-trast to the West German

Bundesbank's lack of oper	1
market support for the dollar	r.
Consequently, the yen failed to	
make much headway agains	
the D-Mark, even though the	
yen's underlying trend remain	8
bullish.	
The D-Mark recovered from	0

an early low of Y70.71, down from Y70.78 on Friday, and moved up to Y70.84 at midday. However, it closed below its best at 70.74

The French franc finished little changed from Friday's levels against the D-Mark. The West German unit opened at FFr3.4200, but soon slipped back to FFr3.4165, where it closed. The franc was helped by the dollar's steadier tone, and also by a strong conviction that the Bank of France will intervene to defend the FFr3.4200 level.

Despite this, continued industrial unrest in France and the dollar's bearish undertone led some dealers to suggest that the Bank of France may have to increase interest rates at some time, in order to restore confidence in the franc.

1.2 1.2

EMS EUROPEAN CURRENCY UNIT RATES							
	Eco etatral rates	Currency amounts against Eco Nov.14	% change from central rate	% change adjusted for disorgesce	Divergence flant. %		
Seiglas Franc Danish Krone Germas D-Mark Frenck Franc Dutch Solider Irish Poot Italian Ura	42.4582 7.85212 2.05653 6.90403 2.31,943 0.768411 1483.58	43,4251 8,00619 2,07180 7,07857 2,33482 0,775072 1543,66	格米尔尔斯斯 中中中中中中	+0.83 +1.06 +1.06 +1.66 +1.60 +3.16	±1.5344 ±1.5404 ±1.0981 ±1.3674 ±1.5002 ±1.6684 ±4.0752		

POUND SPOT- FORWARD AGAINST THE POUND

One month

4.66-4.56cpr	222 - 2234 22.09 - 22.24 2.64 - 2.654 is convertible francs. F	12.18% - 12.19% 1.1820 1.1820 1.315% 3.15% 3.15% 26.15				3.79 4.06 6.97 -1.52 -0.36 0.17 -0.86 3.62 1.11 7.39 6.18 7.74
Nov.14	Day's spread	Close	One month	% p.a.	Three worths	9 <u>1</u>
UK†	spread 1.8000 - 1.8110 1.5260 - 1.5355	1.8090 - 1.8090 1.5295 - 1.5305	0.49-0.46cpm 0.06-0.10cdls	9.a. 3.15 -0.63	1.38-1.33cpm 0.22-0.32ds	3.00 -0.71
UK† Ireland† Canada Kelberlands .	spread 1.8000 - 1.8110 1.5260 - 1.5355 1.2215 - 1.2305 1.9625 - 1.9755	18080 - 18090 15295 - 15305 12290 - 12300 19670 - 19680	0.49-0.45cpm 0.06-0.10cdls 0.17-0.20cdls 0.54-0.52cpm	9.8 3.15 -0.63 -1.81	1.38-1.33cpm 0.22-0.32ds 0.56-0.60ds 1.79-1.75cm	3.00 -0.71 -1.89 3.59
UKt	1,8000 - 1,8110 1,5260 - 1,5355 1,2215 - 1,2305 1,9625 - 1,9755 36,45 - 36,70 6,72 - 6,76 \	1.8080 - 1.8090 1.5295 - 1.5305 1.2290 - 1.2300 1.9670 - 1.9600 36.50 - 36.60 6.734 - 6.744	0.49-0.46cpm 0.06-0.10cdls 0.17-0.20cdls 0.54-0.53cpm 4.50-3.00cpm 0.60-0.20cresm	3.15 -0.63 -1.81 3.23 1.24 0.71	138-1.33cpm 0.22-0.32ffs 0.56-0.60dfs 1.79-1.75pm 18.00-14.00pm 1.60-1.00pm	3.00 -0.71 -1.89 3.59 1.76 0.77
UK†	18000 - 1.8110 15260 - 1.5355 1.2215 - 1.2305 1.9625 - 1.9755 36.45 - 36.70 6.72 - 6.76 \ 1.7395 - 1.7520 145 - 146	1.8080 - 1.8090 1.5295 - 1.5305 1.2290 - 1.2300 1.9670 - 1.9680 36.50 - 36.60 6.734 - 6.744 1.7440 - 1.7450 1.65 - 146 4	0.49-0.45cpm 0.06-0.10cils 0.17-0.20cils 0.54-0.52cpm 4.50-3.00cpm 0.60-0.20crepm 0.59-0.56cfpm 45-65cils	3.15 -0.63 -1.81 3.23 1.24 0.71 3.95 -4.53	1.38-1.33cpm 0.22-0.32ds 0.56-0.60ds 1.79-1.75pm 18.00-14.00pm 1.60-1.00pm 1.79-1.75pm 140-1.90dts	3.00 -0.71 -1.89 3.59 1.76 0.77 4.05 -4.53
UK†	18000 - 1.8110 15260 - 1.5155 1.2215 - 1.2305 1.9625 - 1.9755 36.45 - 36.70 6.72 - 6.70 1.7395 - 1.7520 145 - 146 114.80 - 115.25 1297 - 13045	1.8080 - 1.8090 1.5295 - 1.5305 1.2290 - 1.2300 1.9670 - 1.9680 36.50 - 36.60 6.734 - 6.744 1.7440 - 1.7450 145 - 1454 1.435 - 114.95 12984 - 12994	0.49-0.46cpm 0.06-0.10cils 0.17-0.20cils 0.54-0.52cpm 4.50-3.00cpm 0.60-0.20copm 0.59-0.56cfpm 45-65cils 26-3ccils 28-3.30ffreds	3.15 -0.63 -1.81 -1.82 -1.24 -0.71 -3.95 -4.53 -4.53	1.38-1.33cpm 0.22-0.32ds 0.56-0.60ds 1.79-1.75pm 18.00-14.00pm 1.60-1.00pm 1.79-1.75pm 140-190ds 95-105ds 8.60-9.30ds	3.00 -0.71 -1.89 -1.76 -1.76 -1.59 -1.76 -1.54 -1.54 -1.54 -1.54 -1.54 -1.54
UK†	\$\text{system}\$ 1.8000 - 1.8110 1.8260 - 1.8110 1.5260 - 1.8355 1.2215 - 1.2305 1.5625 - 1.9755 3.645 - 36.70 6.72 - 6.764 1.7395 - 1.7520 1.65 - 1.66 1.1480 - 115.55 1.277 - 13044 6.53 - 6.614 5.544 - 5.995	1,8080 - 1,8070 1,5275 - 1,5305 1,2270 - 1,2300 1,9570 - 1,9680 35,50 - 36,60 6,734 - 6,74 1,7440 - 1,7450 1,45 - 1,654 1,45 - 1,45 1,14,85 - 1,14 5,14 - 6,61 1,954 - 1,954	0.49-0.45cpm 0.06-0.10cils 0.17-0.20cils 0.54-0.52cpm 4.50-3.00cpm 0.59-0.56cpm 45-65cils 26-35cdls 2.80-3.30lireds 2.70-3.00credis 2.70-3.00credis 0.30-0.25cpm	3.15 -0.63 -1.81 -1.82 -1.24 -0.71 -3.95 -4.53 -4.53	1.38-1.33cpm 0.22-0.32dps 0.56-0.60dps 1.79-1.75pm 18.00-14.00pm 1.60-1.00pm 1.40-19.0dps 95-105dis 8.60-9.30dps 7.30-7.60dps 1.00-0.85cpm	3.00 -0.71 -1.89 -1.77 -1.89 -1.77 -4.53 -3.47 -2.75 -1.62
UK† treland†	9read 1.8000 - 1.8110 1.5260 - 1.5355 1.2215 - 1.2205 1.9425 - 1.9755 36.45 - 56.70 1.672 - 6.764 1.7395 - 1.7525 1.465 - 1.46 114.80 - 115.54 1.653 - 6.614	18000 - 18090 15275 - 15305 12270 - 12305 12270 - 12900 36.50 - 36.60 6.734 - 6.74 1740 - 17450 145 - 1654 114.85 - 114.95 12984 - 12794 6.614 - 6.614 5.954 - 5.964 6.08 - 6.08 123.95 - 123.65	Q.49-0.46cpm Q.06-0.10cdls 0.17-0.20cdls 0.54-0.52cpm 4.50-3.00cpm 0.60-0.20crspm 0.94-0.54cpfm 26-36cdls 28-3.30thredis 2.70-3.00credis 2.70-3.00credis	3.15 -0.63 -1.81 3.23 1.24 0.71 3.95 -4.53	1.38-1.33cpm 0.22-0.32dps 0.56-0.60dps 1.79-1.75pm 18.00-14.00pm 1.79-1.75pm 14.01-19.0dps 95-105dls 8.60-9.30dps 7.30-7.60dps	3.00 -0.71 -1.89 3.59 1.76 -0.53 -3.475 -2.451

TIX and Irefand are quoted in US currency. Forward premiums and discounts apply to the US dollar and not to the dividual currency. Belgian rate is for convertible transs, Financial franc 36.85-36.95.						
EURO-CURRENCY INTEREST RATES						
Nov.14	Stort term	7 Oays notice	Chae Mostih	Three Months	Six Months	Que Year
terfing S Dollar an Dollar an Dollar Guilder an Franc Fr. (Fin) Fr. (Fin) I. Fr. (Con.) fen sian Stang	114-115 82-82 10-94 51-45 44-34 44-34 45-41 8-75 12-10 74-71 34-35 75-75 82-82	118 118 82 83 103 75 15 15 15 15 15 15 15 15 15 15 15 15 15	118-114 82-82 104-104 4-33 44-73 114-11 71-7-7 42-33 74-77 82-82	124-125 888-88 104-105 54-45 43-45 43-45 84-84 114-114 74-74 44-45 84-86 84-86 84-86 84-86 84-86 84-86 84-86	12 12 13 13 14 15 15 15 15 15 15 15 15 15 15 15 15 15	124-118 94-85 114-104 54-54 41-4 54-4 54-4 114-119 74-74 42-4 84-8 84-9 94-9

I and term Error	ollow two war of 01.01	and county through more Oil	-St. normal-form	eseration for
war 91.91 or co	the translated Short terms	are an call for Its Doll	ers and Institute Ye	ptars 9,2-9,2 per cent; fil R; others, two days' notic
10mm . 6 . 8 km mm		#10 for and 120 and 200 and 1		.,

Nov.14	£	s	ON	Yes	F Fr.	S Fr.	H FL	Ura ·	c s	8 F
£)	1.809	3.155	223.3	10.78	2648	3.558	2349	2.224	66.
\$	0.553		1.744	123.4	5.959	1464	1.967	1299	1.229	36.
DIS YEN	0.317 4.478	0.573 8.101	14.13	70.78 1000.	3.417 48.28	0.839 11.86	1128 15.93	744.5 10519	0.705	20.9 296
F Fr.	0.928	1.678	2 <i>92</i> 7	207.1	10.	2.456	3-30I	2179	2.063	61.
S Fr.	0.378	0.663	1.191	84.33	4,071	1	1-344	8871	0.840	24.9
H FI.	0.281	0.508	0.887	62.76	3.030	0.744]	660.2	0.625	18.
Lira	0.425	0.770	1.343	95.06	4.589	1.127	1.515	1000.	0.947	28.
CS B Fr.	0.450 1.513	98 <u>13</u>	1,419	100.4 337.8	4.847 16.31	1.191	1,600	1056 3554	3365	29. 100

by the Bank during the morn-ing or afternoon.

The West German Bundes-

bank announced terms for another sale and repurchase

facility, with no minimum fixed rate. Successful appli-cants receive their allocations

today, a day earlier than usual owing to the holiday closure of West German markets tomor-

The agreement coincides

with a maturing facility, which drains DM11.7bn. Short-term liquidity remains in plentiful supply, and the authorities are

expected to effect a net drain by not fully replacing the maturing facility.

Commercial banks' average deposits with the Bundesbank

so far this month are running

about DM5bn over the proj-

ected daily minimum reserve requirement of around

DM54.5bn. Liquidity levels have been swollen by payment

of Christmas bonuses, while commercial banks benefit from

a rise in the rediscount quota

In Amsterdam, the Dutch

central bank introduced a two-

month credit facility of Fl 3.8bn, replacing a maturing three-month arrangement. The change in maturity dates was regarded as a technical adjust-

ment, designed to smooth the

supply of money market liquidity at a time of major tax pay-

with the Bundesbank.

ment transfers.

FINANCIAL FUTURES

Sterling prices below best

STERLING BASED futures reversed their earlier gains in yesterday's Liffe market, after an unexpected rise in UK retail sales in October. Short sterling prices finished with a net loss over Friday's closing levels, as cash rates edged up slightly in places. The most traded March contract surrendered early gains, which had pushed it to a high of 88.22, to finish at 88.08,

Feb 10.3% 8.28 6.42 4.85 1.54 1.52 1.82

Close High Low Prev 96-07 96-21 96-06 96-00 96-22 96-31 96-21 96-20

LONDON (LIFFE)

Estimated Volume 1921A (15370) Previous day's open let., 33461 (33657)

Estimated Volume 0 (0) Previous day's open lat. 1208 (1208)

mated Volume 536 (8,23) Nous day's open int. 976 (91,0)

Est. Vol. (Inc. figs. not shown) 18717 (8372) Previous day's open int. 47121, (47914)

Estimated Volume 3484 (2935) Previous day's open int. 1/4762 (1/4668)

Estimated Volume 9949 (10416) Previous day's open int. 15525 (14452)

5% WITTONIAL GERMAN COVT., 2005 DN 250,000 1500s: of 100%

Estimated Volume 4859 (5062) Previous day's open lat. 10524 (10513)

DANI-STERLING Se per £

Treasury Bills and Bonds

475.490 84.61 53.54 53.54 43.675 113-12 72.774 74.84

4.80-4.95 8<u>1</u>-8<u>1</u>

84.65

121 124

5.00 7.25

One Year

124

9.00-8.95

FT LONDON INTERBANK FIXING

The fixing rates are the arithmetic means rounded to the nearest one-sixteenth, of the hid and offered sales for \$1.00 a.m. each working day. The basis are Rational Westminute Basis, as 11.00 a.m. each working day. The basis are Rational Westminute Basis, Basis of Todyo, Ownstoke Basis, Basis of Paris and Monyan Genardy Trust.

MONEY RATES

4.75-4.90 8-84

LONDON MONEY RATES

Treasury Bills (sell); one-month 1.1½ per cent; three months 1.1¾ per cent; Bank Bills (sell); one-month 1.1¾ per cent; three months 1.1¾ per cent; Bank Bills (sell); one-month 1.1¾ per cent; three months 1.1¾ per cent; Bank Bills; Average lander rate of discount 1.1 5.437 p.c. EGGD Fixed Rate Seerling Export Finance. Make up day Oct. 3.1 1989. Agreed rates for period November 26, 1988 to December 25 , 1988. Scheme 1: 13.07 p.c. Schemes II & III: 13.27 p.c. Reference rate for period October 1.1, 1988 to October 31 , 1988. Scheme II & III: 13.27 p.c. Reference rate for period October 1.1, 1988 to October 31 , 1988. Scheme II & III: 13.27 p.c. Reference rate for period October 1.1, 1988 to October 31 , 1988. Scheme II & III: 13.27 p.c. Reference rate for period October 1.1, 1988 to October 31 , 1988 to Scheme III: 13.27 p.c. Reference rate for period October 1.1, 1988 to October 31 , 1988 to Scheme III: 13.27 p.c. Cent. Scheme III: 13.27 p.c. Reference rate for period October 31 , 1988 to Cent. Scheme III: 13.27 p.c. Reference rate for period October 31 , 1988 to Cent. Scheme III: 13.27 p.c. Reference rate for period October 31 , 1988 to October 31 , 1988 to Cent. Scheme III: 13.27 p.c. Reference rate for period October 31 , 1988 to October 31 , 1988

460 4.75 73-8 35-33 525-528 4.15625 114-12 71-74 75-74

밢

118

11%

1154

115

11,

CLLOG a.m. Nov.140 3 months US dellars

(Lunchtime)

Nov.14

Interbank Offer
Interbank 2He
Sterling CDs.
Local Authority Dess.
Local Authority Books
Local Authority Books
Discount Mit Dess.
Company Deposits
Treasce House Deposits
Treasce House Deposits
Treasce Wills (Buy)
Dollar CDs.
SDR Linked Dep Offer
SDR Linked Dep Offer
ECU Linked Dep Offer
ECU Linked Dep Offer

Cost High Low Press, 180,70 181,80 178,50 181,50 182,70 183,00 181,25 183,40

90.99 91.10 91.09 91.03

Close High Law Pres. 88-20 89-03 88-19 86-19 88-04 88-16 88-04 86-05

1-mth 3-mth 6-mth 12-mth 1.8038 1.7950 1.7820 1.7820

Latest High Law Pres. 1.7992 18004 1.7972 1.8052 1.7850 1.7882 1.7854 1.7936 1.7750 1.7750 1.7750 1.7812

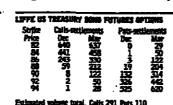
6 months US Dollar

74. 74.

Calls | Dec 818 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 | 418 |

down from 88.15 at the start and 88.14 on Friday. Long gilt intures were also well below their best, but managed to show a small improvement on the day, finishing at 96-09 for Decamber delivery, against 96-10 at the start and against 96-10 at the start and 96-06 previously. US Treasury bond futures

opened on a firmer note, helped by the dollar's early



LEFFE EX	MODOLLAR s of 100%	OPTIBES	 -	
Strike Price 9025 9050 9075 9100 9125 9150 9150	Calls sets Dec 74 51 28 11 4	lements Mar 94 74 55 39 26 16	Pola-set Dac 0 2 4 12 30 52 76	tements Mar 7 12 18 27 29 54 73

39 24 10 10	1 3 5 7	2	27 28 28 28 28	8830 8832 8856 8873) 	8 3 1	40 28 18 11	30 50 73 97	艾布478
		5 200 85 6433		Fellows	el wie	- n total (Calls 640 Calls 252	Pes 146	a
	_	92. \$75. (mail: p	9 (10) 9 (1)						
)))	Strike Price L/50 L/700 L/750 L/950 L/950 L/950 discate crices	Dec 15.65 10.45 5.85 2.50 0.80 0.20 0.45 4 volume day's opt	Jan 16.15 10.50 6.25 3.15 1.35 0.50	10.65 6.65 3.75 1.85 0.85 0.85 0.85	Mar 16.20 10.85 7.10 4.30 2.35 1.40 Pats 224	0.35 0.20 0.85 2.70 6.10 10.50	Pets-set Jam 0.45 0.60 1.65 3.75 7.00 11.15	1.36 2.40 4.60 7.80 11.75	Ma 0.9 1.6 3.1 5.4 8.6 12.4 20.4

Jan Fe 0.46 0.9 0.87 1.4 1.40 2.1 2.22 3.0 3.42 4.2 4.90 5.7 6.63 7.4	2 279 70 325 75 510 70 657	16/ 17/ 18/ 18/ 19/ 19/	50 5.8 50 0.8 50 0.8 50 0.4 50 0.4	5 10.50 5 625 0 315 0 135 0 050	- Laite TUA 1	Nar 16.20 10.85 7.10 4.30 2.35 1.25 1.40 Pets NJA Pets 224	0.35 0.20 0.85 2.70 6.10 10.50 17.60	0.45 0.46 1.46 3.75 7.00 11.15	1.18 2.40 4.60 7.60 11.75	0.9 1.6 3.1 3.4 8.6 12.4 20.4
CHICAG	:0									
U.S. TREAS \$100,000 3	Sity Solies 2nd of 198	(CBI) 87			JAPAN 712.54	ESE YEN S per Y)	(2) (1)			
Dec Har Jan Sep Dec Mar Jan	55-24 56-24 56-20 57-25 57-16 57-02 56-24	High 88-30 88-15 88-01 87-22 87-83 86-24	88-11 87-28 87-16 87-14 87-01 86-26	Pret. 88-21 88-06 87-25 87-01 86-22 86-11	Dec Mar Jus Sep		ates 8113 8200 8301 8415	0.8128 0.8214 0.8305 0.8415	0.8109 0.8195 0.8300 0.8415	0.83 0.82 0.83 0.84
Jun Sep Dec	:	:	Ξ	85-11 85-21		CHE MUN ,860 \$ pm		-		
Mar Jun	:	Ξ	:	85-10 84-31	Dec Mar Just	á	2015 5733 5790 5860	0.5746 0.5802	0.5733 0.5790 0.5860	9.57 0.56 0.58
U.S. TREAS	URY BALLS of 100%	0110								
Dec	Latest 92.37	11igh 92.38	92.55 92.52	Ртег. 92 31	TRICE Sla pi	MONTH	Union 8%		110	
Dec Mar Jan Sep Dec Mar Jan	Laux. 92.37 92.55 92.50 92.40 92.41	5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5	92.52 92.53 92.53 92.41	92.46 92.44 92.34 92.38 92.34	Dec Mar Jun Sep Dec Mar Jun Sep		91.00 91.13 91.10 91.03 90.91 90.93 90.85 90.75	Fligh 91.12 91.14 91.13 91.04 90.92 90.95 90.87 90.76	90.98 91.10 91.09 91.02 90.90 90.92 90.83 90.75	90. 91. 90. 90. 90. 90.
SHISS FILA	NC COME				STANS	ASD & PI	ens 5	r ibc		

recovery. However, the trend was reversed later in the day, after confirmation that the US 5110255117515 P1512226 97 153 78 175 Treasury will hold a 30-year bond auction on Thursday. A slightly firmer US Federal funds rate added to the softer tone during the afternoon, and the December price finished at 6.20 8.50 B 11.90 15.50 B 1.70 1.50 0.45 1 2.30 4.50 88-20, unchanged from the opening, but down from a high. of 89-03 Calls 1570 1570 1570 1071 1065 205 205 1200年 ABN C ABN P AEGON C AEGON P AHOLD C AKZO C AKZO P AMRO C AMRO C AMRO C AMRO P BUHRMA 2.50 LIFFE SHOWT STERLING 101

TOTAL VOLUME IN CONTRACTS: 37,958

Ī	BAS	SE LENDIN	G F	LATES
N4 8	%.	City Merchants Bank	%	
BN Bask	끊	CAT MOTORANS DATE,	• 12	Nat Westminster 12 Northern Back Ltd 12
date & Company AB - Alijed Arab Bk	12	Chriestale Bank Comm. Bk. N. East Co-operative Bank	, <u>17</u>	Norwick Gen. Trest 12
Med Irish Back	17	Conservative Roof	. # <u>12</u>	PRIVATbanker Limited , 12
eny Astacher	75	Carperent Commence	. #	Provincial Bank PLC 13
NZ Bantiog Group	77	Countis & Co	7	R. Rapkael & Sons 12
ssociates Cap Corp	12	Ounter Bank PLC	12	Rusburghe Grantee 1212
ethority Back	12	Dances Laurie	. 12	
& C Merchant Bank	12	Ferntorial Bank pic	. 12	Royal Trest Bank 12
and of Baroda	12	Exeter Trust Lid	. 12ե	Scalth & Williams Secs 12
anco Bilbao Vistaya	12	Fleancial & Ges. Bank.,	12	Standard Charterel
ank H2000lim	12	First Hational Bank Pic.		758
ask Lêggi (VK)		• Robert Flessing & Co	12	UDT Mortgage Exp \$12.75
ant Credit & Comme				United 8k of Kuwalt 12
æk of Opens	12	Girotest	12	United Mizrahi Bank 12
ank of Ireland	12	Galoness Mahon HFC Bank pic	12	Unity Trest Bank Pic 12 Western Trest 12
ark of ladia	12	MFC Bank pic	12	Western Trest
ank of Scotland	끊	Hambros Back Heritable & Gen lov Bok	泛	Westpac Bank Corp 12
asque Belge Ltd	17.		14	Whiteway Lakiaw 122
arclays Bank	预	• Hill Satisfact		Yorkshire Bank
eschesark Bask PLC erliner Bask AG	. 12	C. Hoare & Co Hongkong & Shangh	12	A Marsham of Dakirla Marshar
rit Bk of Mid East	12	O Leopoid Joseph & Sons	12	• Members of British Merchan Banking & Securities House
COME STEERS		Lleves Sask	12	Association. • 7 day deposits 5.229
scinest Miles Tel	171.	Megiraj Sant Lid	17	Smerise 8.47% Top Tier-£10,000
istoes Mitge Tst Bask Hederland	17	McDeenell Douglas Bak	12h	instant access 11.06% & Mortgage bas
etral Capital	12	Midani Bask	17	rate. § Demand deposit. 7%. Mortgag
erteriouse Bank		Mount Bairs Cury.		12.375% - 12.75%
		: Nat. Bit. of Kunsait		
	_		_	

COMPANY NOTICES

NOTICE TO THE WARRANTHOLDERS CONCERNING ADJUSTMENT OF SUBSCRIPTION PRICE OKAMURA CORPORATION

(the "Company")

U.S.\$79,900,000 21/4 per cent. Guaranteed Bonds due 1992 with Warrants '(the "Warrants")

Pursuant to Clause 4(C) of the Instrument dated 26th May, 1987 under which the above Warrants were issued, notice is bereby given as

At its meeting held on 28th October, 1988, the Board of Directors of the Company resolved a free distribution of shares of its Common Stock on 20th January, 1989 to the shareholders of record as of 30th November, 1988, at the rate of 0.06 of a share of its Common Stock for each share of Common Stock held by them.

As a result, the following adjustment to the Subscription Price of the Warzants will be made:

(1) Subscription Price prior to such adjustment: Yen 756.00 (2) Subscription Price after such adjustment: Yen 713.20

(3) Effective date of this adjustment: 1st December, 1988 (Japan time) OKAMURA CORPORATION CORRECTION NOTICE NOTICE TO HOLDERS OF EUROPEAN DEPOSITARY RECEIPTS (EDRS) IN NIPPON SHERPAN se withholding taxes, Into United States Dollars No.22 for psythent to the undermentioned agent

es 20% J Depositary: CRiberik, N.A. 236 Stread, London WC2R 1HS November 15th, 1986

CHANGE OF ADDRESS Notice to the holders of Bonds, Notes, and Warrants of seves for which The Ind Benk of Japan (Lummhourg) S.A. acts as principal paying agents, Warrant a Conversion agents or say other similar capacities. THE INDUSTRIAL RANK OF JAPAN (LUXEMBOURG) S.A. amounces the relocation of its office with effect from Nanday 3nd October 1988 to 3 b. Boulevard du Prince Hensi P.O. Box 68, L-2010 LUXEMBOURG
Telephone 47 21 22 I Facs 47 17 36 Telex 1229

Business opportunities appears every Tuesday and Saturday.

iness Opportunities. letre - £48 Linesge - £14 per line £13 per line - minimum 3 lines £44 - minimum 3 cm

> For further details please contact. James Pascali 01-246 8000 ext 3524 Gavin Bishop ext 4780

or write to: alfied Department, Financia: 1 mres, ... 10 Cannon Street, London ECAP 48Y

FX Simulator

YOUR TRAINEE DEALERS HAVE SEEN THE FILMS, READ THE BOOKS, NOW

THE FINAL TEST

FX SIMULATOR DEALING WITH TRAINING



For a demonstration

Phone Windsor (0753) 857181 Telex (UK) 849011 MINTBTN

Financial information Service on Japanese Corporate Issuers **MIKUNI'S** CREDIT RATINGS on about 4,000 bond issues and about 1,000 short-term notes

Cost:US\$ 3,300 per year To: Mikuni & Co., Ud. Del-Iohi Mori Building 12-1, Nishi-Shimbeshi 1-ch Mineto-ku, Tokyo: 105, Jepan or Telax J33118

Please send further information

IS AN INVESTMENT PORTFOLIO COMPLETE WITHOUT FUTURES AND OPTIONS?

Call 01-930 9209 or return the coupon for our Free Guide that explains how **COMMODITY FUTURES & OPTIONS** might play a role in your portfolio

The prices of Futures and Option contracts rise and fall therefore only speculate with funds you can afford to los I would like to receive your free guide on Futures & Options & Action Alert Signals

Mr/Mrs/Miss Address.

Telephone Number:

PIRST FUTURES BROKERS LIMITED First Futures Brokers Ltd. 126 Jermyn St, London SW1 4UG.

PERSONAL

FOR SALE arge, unique, luxury seaside property. Also sea front apartments (50 - 100m²) 15 km from Athens

GREECE

Meet our Greek representative, Mrs Nora Dimitriou, at the London Maylair Hotel on 16th and 17th Novem 1988 (Tel: 01-629-777)

SODIM S.A., 1884 Villars-sur-Otion Switzerland, Tel: 025-35-35-31

CLUBS

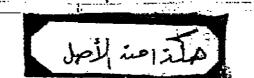
AFBD

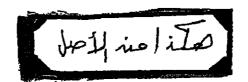
Eve

has outlived the others because of a policy on fair play and value for money. Supper from 10-3.30 am. Disco and top musicians, glamorous hostesses, exciting floorshows.

189, Regent St., W1. 01-734 0557.







LONDON STOCK EXCHANGE

Equities rally from a weak opening

INDICATIONS THAT some action was being taken to check the fall in the US dollar helped UK equities yesterday avoid some of the blackest sceavoin some of the blackest scenarios painted by analysts alarmed by Friday's heavy fall in New York stocks. Share prices were still showing netifalls at the close of a ragged trading session, but final losses were only one third of those seen in early dealings.

NS EXCHAN

18

G RATES

£-25.75

1.30

A CARLES authright ...

1 4 2 2 1 2 **2**

7 (27.92)

lator

11.51

- 12 (IND)

on the Maria Maria State of the
The second section of

ATINGS

TEOUO COMP

AND OPTIONS

- the coupontal

s and my how RES& OPTION

SCHOOL BALLS

NIS

n in early dealings. London remained very ner-yous as a week featured by important economic data from both sides of the Atlantic opened with disappointing fig-ures on UK retail sales and producer prices for last month. The major hurdle is expected

	·	•
Account	st Dealing	Dates
Tirut Deslings: Oct 31	Nov 14	Nov 28
Option Declarati Nov 10	lone: Nov 24	Dec 8
Last Dealings: Nov 11-	Nov 25	Dec 9
Account Day; Nov 21	Dec 5	Dec 19 -
"Now time deal	واها پذائد هود محمد	pince from .

to be tomorrow's announce ment of the US trade statistics for September, but the week will also bring the latest data on UK earnings, unemploynt, money supply and PSBR. The session started badly after the UK weekend press had predicted serious repercussions in global markets to the dollar's slide and to the 47
point fall in the Dow Average
on Friday. With other European bounses in sharp decline,
London opened with a fall of 26
points on the FT-SE index
scale
A buying programme from a
leading TW. according the same a
leading TW. according to the same a
leading TW. according to the same a
leading TW.

However, the UK market quickly rallied behind a firmer dollar, itself reflecting both heavy currency intervention by the Bank of Japan and an assurance from President-elect George Bush that he will address the US budget deficits "early on" in his Presidency. The recovery was sustained throughout the morning, despite a temporary blip on the announcement that UK retail sales had risen by 1.9 per cent,

and a 0.7 pc fall in input prices for the same month.

A buying programme from a leading UK securities house encouraged the market, and share prices all but regained pre-weekend levels before a further reaction set in. This followed a disappointing opening on Wall Street which failed to rally after Friday's heavy setback. At the close, the FT-SE Index was a net 8.4 down at 1794.3, having bounced between 1776.5 and 1800.9. Seaq volume fell sharply from Friday's 708.7m

shares to 479.3m. Dealers

Californian insurance legisla-

tion. Nomura Research thinks the impact of Proposition 103

on BAT shares, only 3 off at 434p yesterday, has probably been exaggerated and that fur-

ther downside scope from cur-rent levels looks limited given

British Airways (165p) was

£225m - but Kitcat & Aitken

issued a "look to buy on the

interims" recommendation yes-terday. Analysts believe BA is

selling on the lowest earnings multiple and one of the highest

Awaiting half-yearly trading statements, De La Rue (Tues-

day) slipped 7 further to 443p

and London International (Wednesday) lost 5 to 209p. Scott & Robertson responded

to the Jefferson Smurfitt hold-ing with a rise of 20 to 230p. Granyte jumped 22 to 125p on

the bid from McLeod Russel, 3

up at 113p.
Dealers were surprised by

the resilient performance of

the clearing banks which,

Lloyds Bank apart, generally closed on a firm note. "There

was hardly a buyer in sight first thing, but we've seen a strong rally in the sector, per-

haps reflecting its defensive qualities and the prospect of high interest rates for some

time to come," was the com-ment from one trader, although he continued, "only a

accounts, not to me

world debt."

yields in the sector.

the lowly rating.

described the session as "very difficult for traders", since share prices swayed violently on relatively thin business. FT-SE index traded options had their busiest day this year Market analysts regarded the session as reflecting a host of technical factors, with traders struggling to hold their books in balance ahead of the US trade figures. The domestic retall sales and producer price figures are "not encouraging for inflation or interest rates", commented the London office of Prudential-Bache. Nevertheless, Bill Smith, Prudential's equity strategist, believes that UK equities may be moving into a cheap buying range.

FINANCIAL TIMES STOCK INDICES Since Compliatio High 88.33 1514.7 (16/7/87) (26/6/40) (8/2)734.7 43.5 (15/2/83) (26/10/71) 173.8 178.4 Ord. Dl. Yield
Earning Yid %(full)
P/E Ratio(Net)(\$\pi\$)
SEAO Bergains(50m)
Equity Turnover(£m)† 4.79 12.04 10.05 31,897 1486.99 32,969 632.4 4.73 11.90 10.18 23,283 1135.17 S.E. ACTIVITY 23,973 1185,53 25,846 487,2 Gilt Edged Bargains 98.4 105.7 213.6 24,905 490.4 110.4 Opening 010 am 011 am 012 pm 01 pm 02 pm 03 pm 1438.4 1447.4 1453.7 1452.8 1454.2 1458.9 1455.3 171.5 DAY'S HIGH 1457.8 DAY'S LOW 1438.3 London Report and latest

Property power struggle

The complex power struggle at Mountleigh took a dramatic turn when Mr Tony Clegg, the chairman, sold his entire 12.5m shares stake in the company to the predatory Galerias Consortium, a move swiftly followed by the resignation of Mr John Duggan, the chief executive, and Mr Clegg's opponent in a

prolonged and apparently hit-ter boardroom clash.

Italian-based Galerias, con-trolled by SASEA, bought the stake at 200p a share, raising its overall interest in Mountleigh to 13.37 per cent. The consortium then made an official bid for Galerias Preciados, Mountleigh's loss-making Spanish department store chain. Mountleigh rose to 189p, before closing 10% better at 184 ½p.

The consortium, backed by financiers Mr Florio Fiorini and Mr Giancarlo Parretti, wants only the Spanish subsidiary, but has threatened to buy Mountleigh outright if neces-

Meanwhile, Mr Clegg's sale has confounded an already complex boardroom power struggle. Analysts said it was like a game of poker; "one player has handed in his chips, leaving the others to sort out

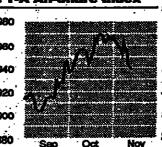
Surprise package

The re-listing of MB Group proved a major disappoint-ment. Analysts had expectedthe shares to command a healthy premium on the sus-pension level of 273%p, but their hopes were soon dashed. Partly because of the general market weakness, marketmak-ers were cautious with their opening quotes and this caused anxiety among short-term

Having been locked in for two weeks following the pro-posal to merge Metalbox Packaging with Carnaud SA which aging with Carnatti SA which has yet to approved by share-holders, many opted to realise often substantial profits. The shares, which were trading around 205p early-September, dropped to 255p in heavy one-way traffic with a leading trader describing the market as "somewhat technical". Eventually they steaded to close at 260p ex-dividend, after

turnover of 8.1m shares. Residual worries about the European Commission inquiry and the apparent reluctance of some UK residents to hold French shares were other factors influencing sentiment. Most analysts agreed at the end of the day, however, that

FT-A Ali-Share Index



the lowly rating could attract a

Defeat for Abbey

opposition to defeat the propos-als – the Abbey management needed 75 per cent approval – proved right as a late amouncement from Abbey dis-closed opposition from around

Abbey Life shares ended the day a net 4 lower at 274½p they had been down as low as 278p at the outset of trading after turnover of only 1.8m. Lloyds Bank were 3 down at 319p, having been down to 317p

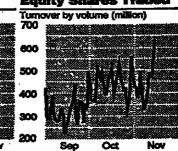
earlier, with only 735,000 shares changing hands.
Dealers expressed disappointment at the day's events.
"Abbey has not had a bid approach, there are no nominees of note or potential suit-ors other than Lloyds," said one. He added that, "unless a predator moves in, the shares

was described by traders as "entirely predictable, since the blocking of the deal was already in the share price." Abbey will now consult share-holders "to see if there is another way forward."

ground lost in early trading, but there were notable excep-tions. Glaxo crashed down 30 to 1030p in turnover of 1.2m shares, bearing the brunt of the market's fears about the weak dollar and its impact on earnings. Dealers reported sellers of Glaxo ADRs on Friday,



Recent Press predictions that the proposed link-up between Lloyds Bank and Abbey Life would encounter sufficient



will probably fall".

The minimal fall in Lloyds

international stocks generally recovered most of the

but the shares also went exdividend to the tune of 18p net,

exaggerating the negative impression. ICI gave a rather steadier appearance, falling just 12 to 1000p in good trade of

2.1m despite early selling.

Beecham went against the trend, rising 3 to 458p as 2.2m shares traded. There was favourable weekend press comment ahead of this week's figures. Fisons went ex-dividend and fell off slightly in late trad-ing to close 4 down at 236p, while Reckitt & Colman also dropped for its dividend and ended 11 worse at 901p in thin turnover.

BOC reported impressive final results which were at the top end of expectations and the shares edged down to close at 414p after turnover of 2.8m. There were bullish reports from the post-results analysts meeting, including a company claim to have hedged its over-seas earnings until September next year.

Unilever reported third quarter figures which caused little impact and inspired little trade as the shares fell 12 to 458p in turnover of 1.6m. Analysts were said to be generally cut-ting their full-year forecasts by small amounts after a meeting which left them with little to

report.
The oil and gas sector was given a severe buffeting along with the rest of the market, but picked up later in the ses-sion with the earlier heavy selling said to have been well absorbed. This week sees the start of a series of OPEC meetings, kicking off with the Pric-ing and Strategy Committee

meeting on Thursday. Shell, in particular, attracted keen interest and closed 9

over prospects that interest rates will remain high for some time. Housebuilders, espe-cially, were sold off at the outhigher at 974p after turnover of 24m shares, well up on recent levels; commenting on the recent third quarter figures Arthur Hepher at Citicorp Scrimgeour Vickers says "OPEC will sort itself out

to £6.25m, was only 2 higher at 195p. Building materials group Marshalls Halifax dipped 4 to 234p despite unveiling half-year pre-tax profits of £12.05m compared with £7.09m.

before long and in the mean-time Shell is doing micely. It's time to buy now while the stock is on the bottom." BAT Industries began to sta-bilise after the weakness initi-ated by the recent changes in snother quality stock to resist the general malaise. The group is expected to reveal slightly lower first-half profits today – forecasts range from 2215m to

The electronics sector rode out the initial storm in resolute fashion ahead of a series of important trading reports. There was rarely any major pressure in the top stocks,"

said one dealer.

Amstrad was among the worst performers, dipping 3½ to 178p in turnover of 1.9m as the market reassessed the shares after the recent profits downgradings. Cable & Wireless, scheduled to announce interim results on Wednesday - the concensus figure is around £200m, including some £12m profit on the disposal of

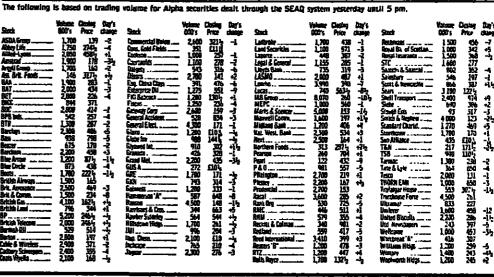
the Racal stake - fell to 363p

before rallying to close only 2 off at 371p. British Telecom performed

set before edging off the bot-tom later in the day. Fairbriar, which revealed

Dixons gained 2 to 141p after a day's high of 145p in turn-over of 3.2m on news that Silo, its US retailing arm, was expanding its outlets. Elsewhere the stores were generally easier, despite the surprise official figures which showed that retail spending in October rose by 1.9 per cent after a decline of 0.8 per cent in Sep-

extremely well and managed a minor gain on the day at 246%p. The turnover figure of 2m was regarded as very poor by traders. Telecom's interim numbers come out on Thurs-



TRADING VOLUME IN MAJOR STOCKS

pre-tax profits of £1.23bn, County goes for £1.225bn and Kleinwort Benson £1.22bn

Plessey, reporting interims on the same day as Telecom the range is £78m to £80m settled a shade better at 167p after turnover of 2.2m. Racal drew good support and rose 2

to 285p.
Food issues featured widespread short positions in Northern Foods, 2½ better at 287½p. Dalgety fell 15 to 316p as its shares went ex-dividend, while Borthwicks rose 2 to 60p amid vague bid talk. Bassett Foods added 13 to 292p after favourable press comment on

Hotel issues were busy, with renewed speculation surrounding the future of Norfolk Capi-tal, which rose 2 more to 37%p day; Warburg Securities expect in persistently heavy turnover

its brands.

on talk of a bid. There were many potential predators men-tioned, with Mount Charlotte given most credibility by dealers as its shares fell 2½ to 155p. Trusthouse Forte was well traded (4.5m) at 261p, while Queens Moat eased a penny to 109p. Among Leisure issues, Wembley had a late run to close 7 better at 136p on talk that a deal might be in the offing after the recent abortive talks with Mountleigh.

Dowty was supported by news of the discussions with "a number of parties" regarding divestment of its mining division and industrial hydraulics business, excluding both Hydrojets and the interest in Norson Power. Other Motor issues, however, succumbed and Lex Service, hit by a cou-

ple of large sellers late on Fri-

day, tumbled 19 to 349p amid currency worries. With still no evidence of Bond Corporation increasing its stake yesterday, shares of Lonrho backtracked further to

close 7 down at 390p.

Turnover in Traded options was dominated by the FT-SE 100 index, which reached its highest levels of the year - at 14,497 contracts on a matched basis struck shortly after the close, made up of 4,146 calls and 10,351 puts, and reaching 16,022 on an unmatched. Total turnover was boosted by the index trades to 44,007 contracts, comprised in 24,158 calls and 19,849 puts.

including FT-Actuaries Share Index and London

NEW MIGHE (21).
BURKS (1) Gainness Mahon, BRIEWERS (2) Valux Grp., Wolv. & Dudley, SVILDERGS (2) Balley (B.), Glocenn (M.J.), Newarthill, CHEMICALS (1) Schering AG, ELECTRICALS (2) Audio Flosithy, First Tech., FOODS (1) Bassett Foods. HOTELS (1) Norfolk Capital, MIGHEMERALS (4) Avdel, Fonner (J.H.), Senders & Sidney, Sooth Robertson, PROPERTY (1) Senders MEDISTRANSE (1) Talabo M EDR.

**REVENDANCE (1) Talabo M EDR.

**REVENDANCE (1) Talabo M EDR.

**REVENDANCE (1) Talabo M EDR.

**AFRICANS (1) Senhalm Exhibits.

**PROPERTY (1) CR. Porisand, SOUTH ARRICANS (1) Abercons, TRUSTS (2) Transcoot, Do. Withits.

Tranwood, Do. Wittman.

REW LOWE (97).

ASSERCAVE (7) CAMADIANS (7) BARCS
(2) King & Sheston, Ree Bros. Grp., CLF

8'-pp Cv. Pl., BUBLINNES (3) Buckasil Austin
Church (C.), Howard Hidge., CHEMICALS
(7) Herusin, STONES (5) Brown (N.), Disone
Cm. Rd. Pl., Paritos, Shani Grp., Specialeyee
BLECTRICALS (8) Bennett & Fountain, Cray
Electronic, Domino Print. Sci., Kode Int'l. MB shares were cheap and that

NEW HIGHS AND LOWS FOR 1988

Motorola, Nokis Corp., Posk, Sound Diffusior 74, pc Cv. Rd., Synapsa Comps., FO008 (7) ASDA Gp., Argyli Grp., Beriser & Dotson Galaway Corp., Park Food, Ptarmigan Hdgs. Cesco, BRUESTHALS (12) Aberloys Hidgs. Cesco, Subustrialas (12) Aberloys Hidgs. Cesco, Park of the Corp. Park of

couple of weeks ago fund managers were worrying about the impact of interest-bearing Life assurances drifted back awaiting the news from Abbey Life, but Sun Life moved against the overall trend, reversing an initial decline to 940p, when the shares were still upset by stories of a possi-ble rights issue, and ending the session a fraction harder at

There was plenty of interest in brokers. Hogg Robinson Gardner Mountain spurted 7 to 156p amid talk of an imminent takeover bid - British Airways was mentioned as a possible bidder. Speculation that a management buy out is imminent saw PWS edge up 2 more to 151p. A handful of excellent company reports failed to produce any fireworks in a building sector restrained by worries

APPOINTMENTS

Marketing director at British Airways

BRITISH AIRWAYS has appointed a new marketing director to replace Mr Jim Harris, who is retiring at the end of March, aged 60, writes Michael Donne, Aerospace He is Mr Liam Strong, who is currently a senior executive

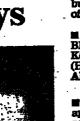
with Reckitt and Colman, one of the leading UK food and groceries groups. Mr Strong, 43, will join the airline next January. Mr Harris has been director of marketing for BA since 1982, and is retiring after 43 years with BA and its predecessor, British Overseas Airways Corporation, during which

time he served in many senior

positions at home and

E LAMBETH HOWARTH GROUP has appointed Mr Alan Evans, financial controller, to the board of Lambert Howarth & Sons. Mr Philip Sunderland will take over as company secretary of Lambert Howarth from January 1. They will assume the responsibilities of Mr Malcohn Ferguson. finance director and company secretary, who will be leaving in January to become finance director of Piccadilly Radio.

NE TECHNOLOGY has appointed Mr Harry Hunter



Mr Liam Strong, who is to be marketing director of British Airways

as sales and marketing director. He joins from Thorn EML

■ PYRAMID TECHNOLOGY has appointed Mr David Thornley as vice president of European operations. He was regional director for UK and Scandinavia.

Mr Vic Cocker has been appointed to the board of SEVERN-TRENT WATER. He is director of strategic

■ Mr Hugh Holland has been appointed managing director of the HAMPTON GROUP, a subsidiary of Ketson. He was business development director

■ THE COOPER GROUP BMW dealer and part of Tozer Kemsley & Millbourn (Holdings), has appointed Mr Allan Kelly as sales director.

■ AMDAHL (UK) has appointed Mr Trevor Lafferty as director of customer services. He was managing director of Nexel.

■ Mr John Parsons, immediate past president of the Building Employers Confederation, has become chairman of BEC BUILDING TRUST, which operates the Confederation's narantee scheme for small wilding works.

■ Mr Paul Johnson has been appointed sales and marketing director, and his sister Ms ector, and his sister Ms Mandy Johnson becomes financial director of the family company TERRY JOHNSON.

AWD - formed from the former Bedford Truck and Bus business at Dunstable - has appointed Mr David Walker

■ THE NATIONAL HOME LOANS CORPORATION has appointed the following divisional directors: Mr Simon Kingdon, finance; Mr Alex Tan, corporate finance; and Mr Nigel Terrington, structured financing.

Willis Faber makes changes

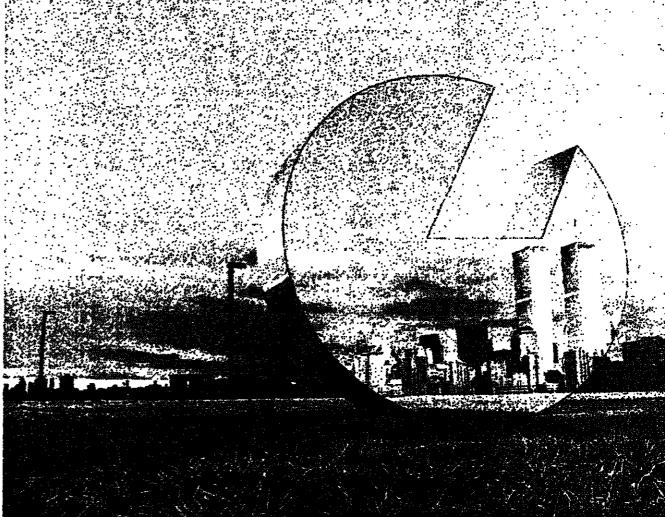
■ Mr Roger J. Elliott, previously chairman of Willis Faber & Dumas, has taken over as chairman of WILLIS FABER on the retirement of Mr David Palmer. Mr Adrian Gregory, previously chairman of Willis Wrightson, becomes deputy chairman of Willis Faber responsible for the group's European activities.

Mr Maurice Kershaw is made
a group director and chairman
of Willis Wrightson. Mr George Nixon becomes chief executive of Willis Wrightson, and Mr Robert Keville is appointed chairman of Willis Faber &

■ UNION SQUARE, has appointed Mr Richard ompson as an executive

Mr Robert Silver, deputy chairman of the MICHAEL PETERS GROUP, is joining the group full time, and is also selling his management consultancy business, R.J. Silver & Associates, to the

■ Mr Mike Parker has been appointed business affairs manager for RAIL FREIGHT
DISTRIBUTION, a new British
Rail organisation which brings
together Freightliner,
Speedlink Distribution, and Railfreight International.



No foreign market can be tapped from afar. Let's start at the heart.

Without actually being on the scene, not even the astute observer of distant markets can always differentiate between cause and effect in-depth insights into market dynamics evolve only from an active

on-site presence. That is why DG BANK maintains its own branches in the world's key business centres. The benefit for our partners: timely

intelligence on new developments, enabling you to judiciously avert risks and capitalise on opportunities.

Together you and we explore trade prospects, analyse your product's sales potential. We establish the vital contacts for you, and provide access to attractive new

sources of capital. Head Office: DG BANK, P.O. Box 100651.

Am Platz der Republik, D-6000 Frankfurt am Main 1, Federal Republic of Germany Telephone: (69) 7447-01, Telex: 412291, Telelax: (69) 7447-1685/1688. Offices in: New York, Los Angeles,

Atlanta, Rio de Janeiro, Hongkong, Singa-

pore, Tokyo, Kuala Lumpur, London, Luxem-

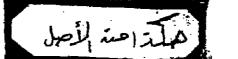
bourg, Zurich, Geneva, Budapest.

The broadly based Bank.

DG BANK

LONDON	SHARE	SERVICE
--------	-------	---------

LONDON SHARE SERVICE	
AM:ERICANS—Contd 1980	INDUSTRIALS (Miscel.)—Contd INDUSTRIALS (Mis
15 15 15 15 15 15 15 15	1981-1 178 Frition.
12- 12- 12- 12- 12- 12- 12- 12-	174 118Cosant's m Pn. 106. 48 152 - 2 5.5 2.1 4.8 12.8 748 200 200 200 200 200 200 200 200 200 20
270 175 (Chancery 1910 1911 1915 1916	133 35 38 100 122 105
10. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1.	221 10 g Nersyabrok 10p. v 13s. d 3 d 1 d 3 d 2 d 3 d 3 d 1 d 4 d 3 d 2 d 3 d 3 d 1 d 4 d 3 d 2 d 3 d 3 d 1 d 4 d 3 d 2 d 3 d 3 d 1 d 4 d 3 d 2 d 3 d 3 d 1 d 4 d 4 d 3 d 2 d 3 d 3 d 1 d 4 d 4 d 3 d 2 d 3 d 3 d 4 d 4 d 3 d 2 d 3 d 3 d 4 d 4 d 3 d 2 d 3 d 3 d 4 d 4 d 3 d 2 d 3 d 3 d 4 d 4 d 3 d 2 d 3 d 3 d 4 d 4 d 3 d 2 d 3 d 3 d 4 d 4 d 3 d 2 d 3 d 3 d 4 d 4 d 3 d 2 d 3 d 3 d 4 d 4 d 3 d 2 d 3 d 3 d 4 d 4 d 3 d 2 d 3 d 3 d 4 d 4 d 3 d 2 d 3 d 3 d 4 d 4 d 3 d 2 d 3 d 3 d 4 d 4 d 3 d 2 d 3 d 3 d 4 d 4 d 3 d 2 d 3 d 3 d 4 d 4 d 3 d 3 d 4 d 4 d 3 d 3
107 1.0 statement flowers 1.0	335 273 Leadeck Europa 10p. 277
BUILDING, TIMBER, ROADS 372 27 grammaris 100	373 - 44 Johnston Matther S. B. 374 - 5
123 110C. Proposed Robey N. V. 131 13 12 12 12 13 18 12 12 12 13 18 12 12 13 18 12 18 18 18 18 18 18 1	25
610 385(teron miss 10p. v 115 5 14 6 18 6 95 54(70 v) size inst 10p. v 185 -5 685 31 49 88 489 78 145 v 145 17 187 17 187 187 188 188 149 149	357 258 No-Serit 50



TO A STATE OF THE
1041

6. N. 12

· ·

COMMODITIES AND AGRICULTURE

Nickel prices up sharply as LME stocks fall

NICKEL prices jumped yesterday as stocks in London Metal Exchange warehouses fell by 450 tonnes to 1,308 tonnes - just above the low of 1,302 tonnes of August 1982.

Metal for nearby delivery rose by \$900 to \$14,350 a tonne, the highest for three months. The tightness of supplies was reflected by the widening of the premium for cash metal over three months to \$2,500 a tonne from \$2,100 on Friday. Some traders were paying a \$130-a-tonne premium for cash metal for one day, according to Mr John Harris, analyst with Rudolph Wolff. The LME limit for any one day is \$150 a tonne.

Mr Harris said that nickel which had been expected to be delivered to LME warehouses in Rotterdam had gone directly to consumers. Traders who had been caught short were paying the daily premium in the hope that metal would become avail-

Meanwhile the stainless steel

LINE WAREHOUSE STOCKS nge during week ended last Friday) Atuminum standard +475 to 33,700
Atuminum high grade -2,975 to 100,775
Copper Grade A -4,850 to 65,200
Lead -1,700 to 57,725

-460 to 1,308 unchigd at 22,425 -880 to 7,430 Silver (oz). + 104,000 to 15,280,000 industry is continuing to run flat out. "People have to some extent misread the market," said Mr Harris. "There are suggestions that some consumers may find themselves short of

nickel in December." However, Mr Neil Buxton, analyst with Shearson Lehman, doubted that current prices would last long. He blamed supply tightness on producers holding onto metal

while haggling over prices. "The overall amount of material available is in rough balance, although this is against a background of very low stocks," he said.

Johnson Matthey sees platinum remaining firm By David Blackweil

THE JAPANESE love affair with platinum remains the sin-gle most important feature of the market, according to Johnson Matthey's 1988 Interim Review, published today. Japan's imports of platinum

are expected to be about 35 per cent higher this year, with demand from industry and the jewellery and investment sec-tors flourishing. The metal has seemed particularly attractive given the strength of the yen against the dollar and the growing disposable income of the Japanese people.

Johnson Matthey puts world demand for platinum this year at 3.64m ounces, more than 300,000 ounces above the 1987 record. Total supply is estimated at 3.17m ounces, leaving a deficit of 465,000 ounces for 1988 - the fourth year running that demand has exceeded supply and well up on the record 1987 deficit of 220,000 ounces. Global demand is dominated

by the autocatalyst and jewel-lery sectors, which continue to absorb about two-thirds of primary metal supply, according to the review. It sees a bright future for the jewellery sector, especially now that platinum is

Europe as well as Japan. The market for autocatalysts, used to clean car exnaust gases is also making steady progress in Western Europe. In addition, platinum is THE KOALA, Australia's

ble the 1987 figure, and the trend is accelerating.

vides an incentive for producers. "major growth in supply will take several years to achieve in South Africa, and no other nation can make a significant difference to the situation," says the review.

The supply deficit has led to stock cuts in Zurich and on the

New York Mercantile Exchange, where they fell from 291,000 ounces at the turn of the year to 179,000 ounces at the end of September.

Johnson Matthey is confident that prices will remain

platinum coln, passed its first year's sales target of 100,000 omces within two months of its launch on September 20, according to Mr Don Mackay-Coghill, chief executive of GoldCorp Australia, which is marketing the coin, reports Reuter from Perth.

growing in popularity for small investment products with the launch of coins such as the Australian Koala and Canadian Maple Leaf. Johnson Matthey expects small invest-ment products to account for 120,000 ounces this year, dou-

While growing demand pro-

above \$500 an ounce, predicting that beyond the end of this year "above \$500 could turn out to be conservative."

Iron ore chief quits as strike continues

By Chris Sherwell in

THE HEAD of BHP's iron ore operations in Western Australia resigned yesterday as a damaging strike entered its third week and ships began queueing offshore to await

loadings.

BHP said Mr Gordon
Freeman's position had been
taken over by Mr Gavin
McDonald, most recently gen-McDonald, most recently gen-eral manager of its principal coal operations. He will head a newly-upgraded iron ore divi-sion of BHP-Utah, the group's minerals arm, reporting directly to its chief executive

Mr Jim Curry.
Mr McDonald's first task will
be to get some 2,400 striking
workers back on their shifts at
the vast Mt Newman mine and Port Hedland shipping point in the Pilbara region of Western

Australia.
Unless this comes quickly he faces the bigger problem of re-establishing the company's and the state's credibility as a dependable exporter of iron ore

to Japan and Europe.
The workers voted at the weekend to stay out on strike until they received an assur-ance that the company would not ask salaried staff to do wage-earners' work. This was despite a return-to-work agreement negotiated last week with the help of the Government's Industrial Relations Commission.

BHP has already acknowledged that, as a direct result of the dispute, it will be unable to meet its contractual obligations to deliver 36m tonnes of iron ore over the year to May 1989. Yesterday it said three ships were now waiting offshore to load their cargoes.

The most recent loadings were completed a full ten days ago by salaried staff, which antagonised the unionised ranks of wage-earners. The company agreed to a commission request to withdraw them, but the issue has since assumed as much importance as the original heated dispute over changes to restrictive

work practices.
Until yesterday's move, the company was moving closer to a position in which it could be forced to declare force majeure on its contracts – an embar-rassing prospect at a time when the market for Mt Newman's iron ore lumps is tight because of strong world steel demand.

For Mr Freeman, whom the unions blame for the dispute, the turn of events is unfortunate. A former head of Rio Tinto Zinc's uranium operations in Namibia, he was on a short-term contract with BHP. He has now left the comnany before it expires.

LONDON METAL EXCHANGE

Zambian maize left to rot by the roadside

Nicholas Woodsworth explains why a bumper crop will just mean more wastage

LEVEN YEARS ago Mr Alex Chikwanda, Zam-bia's then Minister of Agriculture, made a speech that in its self-criticism was, by the standards of any African Government, unusually severe. "Zambians", he said "are

second to none where rhetoric is concerned. It has become a kind of national fashion to be satisfied with meaningless resolutions. We don't do enough soul-searching to see what has gone wrong. We never attempt to revamp our hopeless administration and

make it more conducive to

efficiency."
The criticism might have applied to many spheres of Zambian activity, but Mr Chikwanda was referring specifically to the lack of organisation that had gone into the government-super-vised collection of that year's

vised collection of that year's
harvest of maize – the staple
food crop on which Zambia's
7m people depend.
Mr Chikwanda then went on
to detail failings. They
included inadequate planning;
a slow pace of activity; a shortage of inputs such as jute bags
for maize packing; too few for maize packing; too few trucks to transport the harvest; and not enough spare parts to keep the trucks running. The Minister concluded by praying that the coming rainy season would hold off long enough so that uncovered maize not yet transported to the depots

would not be lost.

More than a decade later Mr Chikwanda's speech remains remarkable for its contemporary relevance. Despite the fact that the availability and price of maize is the most important still awaiting collection. Food single element in Zambia's aid and agricultural specialists

PRESIDENT KENNETH Kaunda proposed rationing maize meal in urban areas of Zamhia to reduce high spend-ing on food subsidies, reports Reuter from Lusaka.

The proposal, a sensitive political issue, was likely to please Zambia's Western donors as subsidies are a major cause of heavy annual

budget deficits. Under Mr Kaunda's plan each family would receive coupons to buy a specified monthly amount of maize meal at the subsidised price. currently 49.37 kwacha (£3.60) per 50 kg bag.

nearly a quarter of a century's experience since Zambian inde-pendence in 1964 has failed to eliminate gross mismanage-ment and waste. On average Zambia loses 23 per cent of each year's maize crop.

This year's performance has been particularly tragic. Good climatic conditions and great efforts by peasant and commercial farmers have resulted in the production of about 1.25m tonnes of maize, nearly 50 per cent more than the largest crop previously harvested. And the state organisations responsible for its collection have been aware since April of the size of the harvest and of the risk of rain

beginning in mid-October.
Nevertheless, efforts to col-lect maize harvested in June and July and sitting uncovered by the roadside have been sadly inadequate. By the beginning of November, at least 30 per cent of the harvest was domestic consumer economy, from the donor community in

If they wanted to purchase more than their coupon allow-ance they would have to pay what Mr Kaunda described as "economic prices," reflecting the true costs of production,

harlage and storage.

Maize meal subsidy payments swelled to £70m in the
1988 budget from £40m in the

previous year.
Since food riots erupted in December 1986, when maize meal subsidies were removed under an International Monetary Fund (IMF) reform programme, Mr Kaunda has been cautious about tampering with the subsidies.

Zambia now say that much of this maize will be lost as rains set in and the seed germinates, making it unstorable. The difference between Zam-

bia stocking a comfortable surplus well in excess its 900,000tonne domestic requirement, and staving off famine with food aid as it did after last year's poor harvest, depends on some very basic requirements - bags to pack the maize in, tarpaulins to cover it, and trucks equipped with spare parts to transport it. In an attempt to streamline operations, maize collection responsibilities have recently been transferred from the

National Agricultural Marketing Board to the Zambian Co-operative Federation (ZCF). In principle, the state-run agricultural co-ops now raise funds through commercial bank loans to pay farmers for maize purchases, and to buy storage materials and the services of contract truck haulers. In practice, however, foreign exchange constraints and

sheer mismanagement lead to breakdowns at successive points in the collection pro-

While, for example, the Gov-ernment originally imported sufficient hags for this year's maize crop, millions of them rotted in poor storage conditions, were diverted to other

purposes, or simply disappeared from warehouses.
Despite warnings from truckers and the national Commercial Farmer's Bureau that a lack of bags was dangerously delaying maize collection, a new consignment of 1.5m bags was distributed by the ZCF only 11 days before the haulage exercise was officially due to

end on October 31.
Similarly, the provision of tarpaulins — used to cover bags of maize in the absence of more substantial storage facili-ties — was long neglected. It was only after uncovered maize was spoiled by rains in various parts of the country that that Mr Haswell Mwale, the Works and Supply Minis-ter, secured 5,000 tarpaulins from Zimbabwe and Botswana in the last week of October. Road handage is the most more substantial storage facili-

Road haulage is the most serious problem of all. About 1,000 trucks are needed and all long-haul contract trucks in Zambia have been forbidden by law to leave the country in an attempt to marshall the maximum number. But truckers have resisted taking their vehicles onto remote and badly maintained roads where break-downs are common and spare parts non-existent. The Ministry of Works and Supply had announced it was buying the ZCF 200 trucks to make up for the critical shortage. After many delays, however, it

admitted in mid-October that it had failed to come up with the \$8.4m in hard currency neces-

sary to buy them.

Lack of foreign exchange is part of the explanation for the poor performance of the state. But agricultural experts from the international community agree that a lack of systematic planning, foresight, and coordination between various state bodies lies at the heart of

the problem.
The factors involved in maize collection remain the same year after year." said one development specialist. Yet there is no basic long-term planning. Crisis management has become the accepted norm, and for some of those involved,

a point of pride."
Maize remains a highly subsidised product in Zambia. Urban consumers have come to depend on its relative cheap-ness, and for political reasons the Government will continue to underwrite much of its cost, however wastefully it is collected. Western develop-ment agencies, on the other hand, believe that if subsidies and state control were lifted, free market incentives would be enough to make Zambia a

net exporter.
While producer prices for maize have in fact risen in the past to encourage production, the Government's collection methods understandably give rise to some bewilderment as to what it actually wants from farmers. As a co-operative farmer from Central Province ruefully put it, "We just do not understand why we should be encouraged to grow more food when nobody cares to collect it or even cover it to protect it from the rains."

Cod price rally lifts spirits in Canadian fish industry '

By David Owen, recently in St John's, Newfoundland

are rising again, ending an eight-month period during which they had slumped by 40 per cent and providing a much-needed fillip for Atlantic Canada's hard-pressed seafood industry.

After a buoyant 1987, Fishery Products International and National Sea Products have both experienced significant reductions in profitability this year. The (until recently) strong Canadian dollar has been a further dampener: Can-ada's two largest publicly-quoted seafood companies are both heavily dependent on the large and adjacent US market. From US\$2 a lb this time last

year, prices for cod block -which act as an industry stanard - plummeted to \$1.25 a lb in the summer. Unacceptably high price lev-els, together with lower prices for alternatives such as white

meats and pork, were widely

blamed for the extended bear

NORTH AMERICAN cod prices WORLD PRODUCTION of fishmeal this year is estimated at 3m tonnes, 2.5m tonnes, of which was exported, according to the Fishmeal Exporters' Organisation (FEO) and the International Association of Fishmeal Manufacturers, writes Veronica Baruffati in

> run. The substitution of other species - particularly pollack - for cod in bottom-of-therange seafood items is said to have exacerbated the situation. Recently, however, cod block

prices have edged up to a mar-ginally more respectable \$1.40 a lb, prompting optimism that further gains may be on the way. "I think that the market will settle at \$1.50 to \$1.75 a lb, says Mr Victor Young, St John's-based FPI's youthful but silver-haired chairman. "Everyone agrees that the price of cod went too high by as much as 25 cents," he adds.

US MARKETS

IN THE metals, gold and silver prices

featured late in the day, reports Drexel

Burnham Lambert. Copper trading was less hectic than the previous days as

prices gained 90 points for the day. Lower LME copper stocks and no further settlement with Peruvian

were down 152 in December as

no place was noted. Decem

copper miners kept trading uneasy. In

edged higher as fund buving was

The two bodies have just concluded an international meeting in El Pueblo, near the Peruvian capital.

Peru ranks second to Chile in South American fishmeal production, with 868,000 mes, or 43.9 per cent of the continent's output.

The need for the Peruvian

Weary of the vicious cyclicality of the market place, FPI is redoubling efforts to insulate redoubling efforts to insulate itself from the most extreme of the peaks and troughs. The financial damage to the company arising from the weak cod market would have been substantially greater, according to Mr Young, but for stable prices for flounder — which

accounts for 30 to 35 per cent of the recently-privatised company's C\$400m annual sales. The company is scouting for acquisitions or joint venture

opportunities in the remote

Bering Sea off the coast of

industry to increase productivity is glaring, however. Its 106 private companies and 16 state-run Pescaperu operations produce less than Chile's 39

Mr Juan Rebaza Carpio, president of Pescaperu, was re-elected president of the

Alaska. The area - which has huge stocks of pollack, flatfish and black cod — is described by Mr Young as "the largest deep sea fishery in the world." FPI is also striving to sell

more of its output in proce form. Such sales have risen from 17 per cent to nearly 30 per cent of its total over the past two years. Mr Young is aiming to raise this to 35-40 per ducer's viewpoint, the pro-cessed fish market has the vir-tue of being less volatile than

that for raw fish. In both these initiatives, FPI

CRUDE OIL (Light) 42,000 US galls \$/barrel

13.95 13,87

Latest Previous High/Low

Chicago

has moved more slowly than NSP and privately-held Clearwater Fine Foods, its two principal Nova Scotia-based rivals. A year ago, NSP was already generating about 38 per cent of its sales from various upgraded products. Clearwater, meanwhile, has been on the acquisition trail since 1980, with the aim of securing stability through diversification.

FPI also wants to make bet-ter use of offal by breaking into the high-quality fish protein market. It recently signed a joint venture deal with Euro-pro of France to build a C\$12m fish protein hydrolysate plant at Marystown on Newfound-

land's south coast. "It changes the concept from a fishmeal plant that disposes of offal into a fish protein plant own right," says Mr Young.
The plant will produce a highprotein fish flour currently feed and aquaculture markets.

WORLD COMMODITIES PRICES

(Prices supplied by Amalgamated Metal Trading)

AM Official Kerb close Open Into

LONDON MARKETS COCCA STIONING aluminium market su

more of its recent ga sentiment was affecte tone in copper. The c 11-week high of \$2.60 \$117,50 to \$2,422.50 a Meanwhile the coffee which began in New night, quickly ran out position traded up to the morning but clos £1.092 a tonne. The n consumer talks on th International Coffee began in London ves official warned that I participation in a new with the current agre

SPOT MARKETS		
Crude oil (per barre) FOB)		+ or -
Dubai	\$10 50-0 60x	
Brent Blend	\$13.05-3 15-	+ 025
WTI (1 pm est)	\$14 22-4.25x	+0.12
Oil products (NWE prompt delivery per t	onne CIF)	+ 07 -
Premium Gasolina	S132-185	+1
Gas Oil	\$125-126	T.
Heavy Fuel Oil	261-62	+0.5
	\$131-133	- U.S
Naphiha References Assus Fathmaton		
Potroloum Argus Estimates		
Other		+ or -
Gald (per Iray oz)	\$421.0	+05
Silver (per troy oz)	639c	-5
Flatinum (per tray az)	S570 00	-10 35
Palladium (per troy oz)	5124 75	-0 75
Aluminium (free market)	\$3460	-35
Copper (US Producer)	1497 ₃ -159c	
Lead (US Producer)	40 % C	
Nickel (free market)	640c	+ 45
Tin (European free market)		+5
Tin (Kuala Lumpur market)		+ 0.08
Tin (New York)	344 Sc	+ 0.ue
Zinc (Euro, Prod. Price)	\$1475	٠.
Zinc (US Prime Western)	70%c	
Cattle (live weight)!	113.960	+0.61*
Sheep (dead weight)!	169 49p	-3 12"
Pigs (live weight)*	80 31p	+ 1.51*
London daily sugar (raw)	\$266.0w	-7 Z
London daily sugar (white)	\$274w	-4
Tate and Lylo export price	6256	-3
Barley (English feed)	£109 75	-0.25
Maize (US No 3 yellow)	C125w	
Wheat (US Dark Northern)		
Rubber (spoi)♥	53 00o	
Rubber (Dec)♥	59.50p	
Rubber (Jan) 🖤	60.25p	
Rubber (KL RSS No 1 Dec	3 274 Om	-1 5
Coconut oil (Philippines)9	5560w	-15
Address of the supplemental	====	

Palm Oil (Malaysian)5 Soyabours (US) Cotton "A" index Woolloop (644 Supt

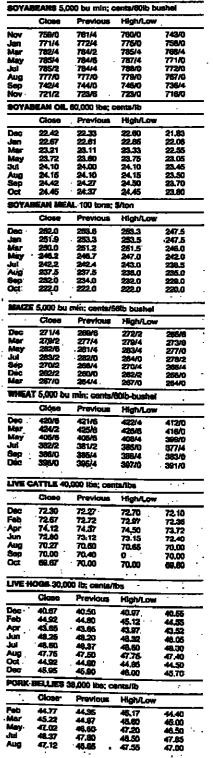
£ a tonne unless other

	℃/tonne		
	Close	Previous	High/Low
Dec	847	858	860 844
Mar	856 847	862 852	868 852 856 843
	850	852	855 849
Sep	851	855	859 848
			884 878 892 890
ICCO II	ndicator p	rices (SDR:	s per tonne). Daily
price fo	ır Nov 11:	1091.02 (10	178.65) 10 day aver-
age to:	140V 12: 1	voa. ir (104	- eci .
COFFE	E/tonne		
	Close	Previous	High/Low
Nov	1074	1074	1086 1075
Jan	1092	1092	1105 1090
			1110 1095 1112 1099
Jly	1105	1104	1715 1103
			1120 1110 1120
ICO inc	ilcator pri	ces (US ce	ints per pound) for
Nov 11:	: Comp. c	ially 114.63	(114.29); . 15 day
average	B 113.63 (1	13.61).	
SUGAL	? (\$ par to	nne)	
Raw	Close	Previous	High/Low
		239.00	239 00
Nar	235.00	226.80	237.20 227.80
May	230.00	223.00	230.00 223.00 226.00 218.00
Oct	222.00	215.80	223.00 213.00
White	Close	Previous	High/Low
Dec	281.00	275.00	278.50 275.00
Mar	267.50	262.00	268.00 254.00
May			261.00 240.00 262.00 261.50
Oct	259.60	254.50	260.00
Turnev		3092 (969)	lots of 50 tonnes.
White f	325 (677)		Dec 1870 Mar
Donle			
			ne): Dec 1670, Maj Oct 1555, Dec 1550
1595, N	4ey 1570.		
1595, N	4ey 1570. EL S/tonne		
1595, N	4ey 1570.		
GAS O	EL S/tonne Glose 124.50	Previous	Oct 1555. Dec 1550 High/Low 124 75 123.50
GAS O	EL S/tonne Close 124.50 123.00	Previous 124.00 122.75	High/Low 124 75 123.50 123.75 122.00
GAS O Dec. Jan Feb Mar	EL S/tonne Glose 124.50	Previous	Oct 1555. Dec 1550 High/Low 124 75 123.50
Dec Jan Feb Mar Apr	EL S/tonne Close 124.50 123.00 122.00 118.25 115.25	Previous 124.00 122.75 122.00 119.75 117.00	High/Low 124 75 123.50 123.75 122.00 122.75 121.75 119.00 117.50 115.50 116.50
Dec Jan Feb Mar Apr May	EL S/tonne Close 124.50 123.00 122.00 118.25 115.25 114.00	Previous 124.00 122.75 122.00 119.75 117.00 116.00	High/Low 124 75 123.50 123.75 122.00 122.75 127.5 119.00 117.50 115.50 115.50 114.50 114.00
Dec Jan Feb Mar Apr May Jun	EL S/tonne Close 124.50 123.00 122.00 118.25 115.25 114.00 113.75	Previous 124.00 122.75 122.00 118.75 117.00 116.00 113.00	High/Low 124 75 123.50 123.75 122.00 122.75 127.75 119.00 117.50 115.50 115.50 115.50 113.75
Dec Jan Feb Mar Apr May Jun	EL S/tonne Close 124.50 123.00 122.00 118.25 115.25 114.00 113.75	Previous 124.00 122.75 122.00 118.75 117.00 116.00 113.00	High/Low 124 75 123.50 123.75 122.00 122.75 127.5 119.00 117.50 115.50 115.50 114.50 114.00
Dec Jan Feb Mar Apr May Jun Turnov	EL S/tonne Close 124.50 123.00 122.00 118.25 115.25 114.00 113.75	Previous 124.00 122.75 122.00 118.75 117.00 116.00 113.00	High/Low 124 75 123.50 123.75 122.00 122.75 127.75 119.00 117.50 115.50 115.50 115.50 113.75
Dec Jan Feb Mar Apr May Jun Turnov	Asy 1570. EL S/tonne Close 124.50 123.00 122.00 118.25 115.25 114.90 113.75 Per 2205 (2	Previous 124.00 122.75 122.00 118.75 117.00 116.00 113.00	High/Low 124 75 123.50 123.75 122.00 122.75 121.75 119.00 117.50 114.50 114.00 115.50 113.75
Dec Jan Feb Mar Apr May Jun Turnov	ley 1570. IL S/tonne Close 124.50 123.00 122.00 118.25 114.00 113.75 Per 2205 (2	Previous 124,00 122,75 122,00 118,75 117,00 116,00 113,00 1069) lots of	High/Low 124 75 123.50 123.75 122.00 122.75 121.75 119.00 117.50 115.50 116.50 114.50 114.00 115.50 113.75 1 100 tonnes
Dec Jan Feb Mar Apr May Jun Turnov	Ry 1570. E. Srtonne Close 124,50 123,00 122,00 119,25 115,25 114,00 113,75 rer 2205 (2	Previous 124.00 122.75 122.00 118.75 117.00 113.00 Previous Previous	High/Low 124 75 123.50 123.75 122.00 122.75 127.55 119.00 117.50 115.50 115.50 114.50 114.00 115.50 113.75 1100 tonnes High/Low 108.65
Dec Jan Feb Mar Apr May Jun Turnov GRAIN Wheat Nov Jan Mar	Asy 1570. E. Srtonne Close 124,50 123,00 122,00 118 25 115,25 114,00 113,75 For 2205 (2 E. Vitonne Close 108,65 111,80 115,05	Previous 124.00 122.75 122.00 118.75 117.00 116.00 113.00 108.65 111.80 115.00	High/Low 124 75 123.50 123.75 122.50 123.75 122.00 122.75 121.75 119.00 117.50 115.50 116.50 114.50 114.00 115.50 113.75 1 100 tonnes High/Low 108.86 111.80 111.50 115.10 114.70
Dec Jan Apr May Jun Turnov Jun Mar May	EL Srtonne Close 124.50 123.00 122.00 122.00 119.25 115.25 114.00 113.75 er 2205 (2 \$\$\frac{2}{2}\text{tonne}\$ Close 108.65 111.80 115.05 115.10	Previous 124.00 122.07 122.00 118.75 117.00 116.00 113.00 009) lots of Previous 108.65 111.80 115.00 118.25	High/Low 124 75 123.50 123.75 122.00 122.75 121.75 119.00 117.50 115.50 115.50 115.50 115.50 115.50 115.00 116.50 113.75 1 100 tonnes High/Low 108.86 111.80 111.80
Dec Jan Feb Mar Apr May Jun Turnov GRAIN Wheat Nov Jan Mar	EL Srtonne Close 124,50 123,00 123,00 122,00 119,25 114,50 113,75 Per 2205 (2 S £/tonne Close 106,65 111,80 115,80 115,80 115,80 115,80 115,80 115,80 115,80 115,80 115,80	Previous 124.00 122.75 122.00 118.75 117.00 116.00 113.00 108.65 111.80 115.00	High/Low 124 75 123.50 123.75 122.50 123.75 122.00 122.75 121.75 119.00 117.50 115.50 116.50 114.50 114.00 115.50 113.75 1 100 tonnes High/Low 108.86 111.80 111.50 115.10 114.70
GAS O Dec Jan Feb Mar Apy Jun Turnov GRAIN Wheel Nov Jan Mar May Barley Nov	Asy 1570. E. Srtonne Close 124.50 123.00 123.00 118.25 115.25 114.90 113.75 er 2205 (2 S £/tonne Close 108.65 111.80 115.05 118.10 Close 108.40	Previous 124.00 122.75 122.00 118.75 117.00 113.00 0093 lots of Previous 108.65 111.80 115.25 Previous	High/Low 124 75 123.50 123.75 122.00 122.75 127.5 119.00 117.50 115.50 115.50 114.50 114.50 115.50 113.75 1 100 tonnes High/Low 108.86 111.80 111.50 115.10 114.70 118.10 High/Low 105.40 105.40
Dec Jan Feb Mar Apy May Jun Turnov GRAIN Wheat Nov Jan Mar May Jan Jun Jan Jun Jan Jun Jan Jun Jan Jun Jan Jun Jun Jun Jun Jun Jun Jun Jun Jun Ju	Asy 1570. E. Srtonne Close 124.50 123.00 122.00 118.25 115.25 114.90 113.75 Per 2205 (2 IS E/tonne 106.65 111.80 115.05 118.10 Close 105.40 105.40 108.40	Previous 124.00 122.75 122.00 118.75 117.00 113.00 113.00 Previous 108.65 111.80 115.00 118.25 Previous 105.20 106.10	High/Low 124 75 123.50 123.75 122.00 122.75 127.75 119.00 117.50 115.50 115.50 115.50 115.50 115.50 115.00 115.50 113.75 1 100 tonnes High/Low 108.65 111.86 111.80 115 10 114.70 118.10 High/Low 105.40 105.40 106.40 106.05
GAS O Dec Jan Feb Mar Apy Jun Turnov GRAIN Wheel Nov Jan Mar May Barley Nov	Asy 1570. E. Srtonne Close 124.50 123.00 123.00 118.25 115.25 114.90 113.75 er 2205 (2 S £/tonne Close 108.65 111.80 115.05 118.10 Close 108.40	Previous 124.00 122.75 122.00 118.75 117.00 113.00 0093 lots of Previous 108.65 111.80 115.25 Previous	High/Low 124 75 123.50 123.75 122.00 122.75 127.5 119.00 117.50 115.50 115.50 114.50 114.00 115.50 113.75 1 100 tonnes High/Low 108.85 111.80 114.70 118.10 High/Low 108.40 105.40 106.40 108.05 111.85 111.05
Dec Jan Apr	Rey 1570. E. Srtonne Close 124.50 123.00 122.00 119.25 115.25 114.00 113.75 Per 2205 (2 S. E/tonne Close 108.85 111.80 115.05 118.10 Close 108.40 115.05 111.50 111.50 111.50 111.50 111.50 111.50 111.50	Previous 124.00 122.75 122.00 118.75 117.00 113.00 0069} lots of 00.655 111.80 115.00 118.25 Previous 108.65 111.80 118.25 Previous 108.20 108.10 111.296	High/Low 124 75 123.50 123.75 122.00 122.75 127.50 119.00 117.50 115.50 115.50 115.50 113.75 1100 tonnes High/Low 108.65 111.80 114.70 118.10 High/Low 108.40 109.40 109.40 109.50 111.85 111.80 119.10 119
GAS O Dec Jan Apr	Asy 1570. E. Srionne Close 124.50 123.00 122.00 118.25 115.25 114.90 113.75 er 2205 (2 S E/tonne 108.65 111.80 115.05 118.10 Close 108.40 111.50 1	Previous 124.00 122.75 122.00 118.75 117.00 113.00 0069} lots of 00.655 111.80 115.00 118.25 Previous 108.65 111.80 118.25 Previous 108.20 108.10 111.296	High/Low 124 75 123.50 123.75 122.00 122.75 121.75 119.00 117.50 115.50 115.50 115.50 115.50 116.50 113.75 100 tonnes High/Low 108.86 111.80 111.50 115.10 High/Low 108.40 105.40 108.40 108.50 113.25 112.80 Bariey 75 (60)
GAS O Dec Jan Feb Mar Apr May Jun Turnov GRAIN Wheat Nov Jan Mar May Sarley Nov Jan Mar May Turnov	El Srtonne Close 124,50 123,00 123,00 122,00 118,25 114,20 113,75 Per 2205 (2 S E/tonne Close 106,65 111,80 115,05 115,05 115,00 115,05 115,00	Previous 124.00 122.75 122.00 118.75 117.00 113.00 2069} lots of Previous 108.65 111.80 115.00 115.25 Previous 107.00 118.25 Previous 108.10 111.26 111.29 112.96	High/Low 124 75 123.50 123.75 122.00 122.75 121.75 119.00 117.50 115.50 115.50 115.50 115.50 116.50 113.75 100 tonnes High/Low 108.86 111.80 111.50 115.10 High/Low 108.40 105.40 108.40 108.50 113.25 112.80 Bariey 75 (60)
Dec Jan Feb Mar Apy Jun Turnov Jan Mar May Jan Mar May Jan Mar May Turnov Jan Mar May Turnov Turnov Turnov Turnov Turnov Turnov Turnov POTAL	Asy 1570. E. Srionne Close 124.50 123.00 122.00 118.25 115.25 114.90 113.75 er 2205 (2 S E/tonne 108.65 111.80 115.05 118.10 Close 108.40 111.50 1	Previous 124.00 122.75 122.00 118.75 117.00 113.00 2069} lots of Previous 108.65 111.80 115.00 115.25 Previous 107.00 118.25 Previous 108.10 111.26 111.29 112.96	High/Low 124 75 123.50 123.75 122.00 122.75 121.75 119.00 117.50 115.50 115.50 115.50 115.50 116.50 113.75 100 tonnes High/Low 108.86 111.80 111.50 115.10 High/Low 108.40 105.40 108.40 108.50 113.25 112.80 Bariey 75 (60)
Dec Jan Feb Mar Apy Jun Turnov GRARN Wheat Nov Jan Mar May Turnov	El Srtonne Close 124,50 123,00 123,00 122,00 118,25 114,20 113,75 Per 2205 (2 S E/tonne Close 106,65 111,80 115,05 115,05 115,00 115,05 115,00	Previous 124.00 122.75 122.00 118.75 117.00 113.00 2069} lots of Previous 108.65 111.80 115.00 115.25 Previous 107.00 118.25 Previous 108.10 111.26 111.29 112.96	High/Low 124 75 123.50 123.75 122.00 122.75 121.75 119.00 117.50 115.50 115.50 115.50 115.50 116.50 113.75 100 tonnes High/Low 108.86 111.80 111.50 115.10 High/Low 108.40 105.40 108.40 108.50 113.25 112.80 Bariey 75 (60)
Dec Jan Feb Mar Apy Jun Turnov GRARN Mar May Jun Mar May Sarley Nov Jan Mar May Turnov Turnov Turnov Feb Feb	Asy 1570. E. Srtonne Close 124.50 123.00 123.00 122.00 118.25 115.25 114.90 113.75 er 2205 (2 S £/tonne Close 108.65 111.80 115.05 118.10 Close 108.40 111.50 11	Previous 124.00 122.75 122.00 118.75 117.00 113.00 108.65 111.80 115.05 115.05 115.05 118.25 118.25 118.26 119.20 118.26 119.20	High/Low 124 75 123.50 123.75 122.00 122.75 127.5 119.00 117.50 115.50 115.50 114.50 114.50 115.50 113.75 1 100 tonnes High/Low 108.86 111.80 111.80 115.10 114.70 118.10 High/Low 105.40 105.40 106.60 108 05 111.85 111.250 113.25 112.80 Bariey 75 (60) .
GAS O Dec Jan Apr Apr Apr Apr Apr May Jun Turnov GRAIN Wheat Nov Jan Mar May Farley Nov Jan Turnov Turnov	El Srtonne Close 124,50 123,00 123,00 122,00 119,25 114,20 119,25 114,20 113,75 Per 2205 (2 8 £/tonne Close 108,65 111,80 115,05 118,10 Close 108,40 111,50 113,25 Per Wheat ver lots of	Previous 124.00 122.75 122.00 118.75 117.00 113.00 0069} lots of 00.65 111.80 118.25 Previous 108.65 111.82 111.90 118.25 Previous 109.10 110.95 110.95 110.95 110.95 110.95 110.95 110.95 110.95 110.95 110.95 110.95 110.95	High/Low 124 75 123.50 123.75 122.00 122.75 121.75 119.00 117.50 115.50 115.50 114.50 114.00 115.50 113.75 1 100 tonnes High/Low 108.85 111.80 111.80 115 111.80 115 111.80 115 111.80 115 111.80 115 111.80 115 111.80 115 111.80 118.10 High/Low 105.40 105.40 106.40 108 111.85 111.85 111.05 113.25 112.80 Barriey 75 (60)
	Mar Mary Jul Sop Doc Mar Turnove Inco In Inco Inco Inco Inco Inco Inco I	Mar 858 May 847 Jul 850 Sep 851 Dec 878 Mar 820 Turnover: 3286 (7 ICCO Indicator p price for Nov 112: 1 age for Nov 12: 1 age for Nov 12: 1 COFFEE Crionne Close Nov 1074 Jan 1092 Mar 1093 May 1100 Jly 1105 Sop 1110 Nov 1110 Turnover: 3407 (3 iCO indicator pri Nov 11: Comp. c average 113.63 (1 SEIGAR (\$ por to Raw Close Dec 246.60 Mar 236.00 May 230.00 Aug 224.80 Oct 222.00 White Close Dec 281.00 Mar 282.50 Aug 282.50 Aug 282.50 Aug 282.50 Aug 282.50 Aug 282.50 Turnover: Raw	Mar 856 862 Mary 347 852 Jul 850 852 Sep 851 855 Doc 878 890 Mar 820 894 Turnover: 3285 (7036) lots of rCCO indicator prices (SDR: price for Nov 11: 1031.02 (1036) COFFEE Ettonne Close Previous Nov 1074 1074 Jan 1082 1082 Mar 1085 1095 Mary 1100 1100 Jly 1105 1100 Sop 1110 1100 Nov 1110 1105 Turnover: 3407 (3238) rots of iCO indicator prices (US ce Nov 11: Comp. daily 114.63 average 113.63 (113.61). SUGAR (\$ por tonne) Raw Close Previous Dec 246.80 239.00 Mar 236.00 228.00 Mary 230.00 223.00 Aug 224.80 218.80 Cct 227.00 215.80 White Close Previous Dec 281.00 275.00 Mar 267.50 257.50 Mary 262.50 257.50 Mary 262.50 257.50 Aug 262.00 257.50 Cct 259.60 254.50 Turnover: Raw 3092 (969)

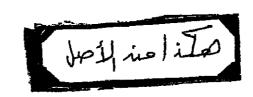
	Close		Previous	High/L	OW .	AM Offici	al Kerb	close	, 0	pen i	mterés
Aluminia	m, 99.7%	purity (\$ per tonne)			RI	ng tun	nover	13,17	75 toru
Cash 3 months	2420-5 2335-4		2535-45 2430-3	2465/2 2445/2		2450-2 2360-2	2320	 -5	1	9,597	lots
			E per tonne)				F	ling tu		_	
Cash Dec. 21	1330-5		1385-95 1330-40	1365/13 1310	300	1350-6 1310-2			2	1,946	lots
	Grade A	(2 per to	one)				RI	ng tun	nover	47,80	00 tons
Cash 3 months	1745-4 1554-4		1748-53 1552.5-3	1782/1 1586/1		1759-61 1584-5	1562	-3		7,486	lots
Copper,	Standard	(2 per t	onne)					Rin	g tun	ngver	0 tons
Cash Jan. 4	1670-9 1610-3		1680-700 1610-30			1680-700 1640-60			3	3 lots	
Silver (U	S cents/f	ine ound	:a)					R	iing t	umov	er 0 œ
Cash 3 months	635-7 s 648-50	•	637-40 650-3			634-7 648-51			4	40 lot	8
Leed (£	per tonna)					F	ilng tu	move	er 6,70	100 tons
Cash 3 months	376-8 s 372-3		376.5-8 374-6	378 377/37	1	378-8.5 373.5-4	372-	3	1	1,080	lots
Mickel (S	per tonn	e}					F	ilng tu	move	r 1,9	50 tons
Cash 3 months	14300 s 11800		13400-500 11300-400	14400/ 11900/		14300-400 11800-900	1180	0-900		,95E Å	
Zine (S p	er tonne	1					Ri	ng tur	nover	12,3	50 tonr
Cash 3 months	1500-4 3 1418-3		1497-501 1416-7	1510/1 1435/1		1506-8 1418-21	1415	-20	1:	3,389	lots
SOYABE	AN MEA	L E/lonn			- T	CHIDON BL	ILLION M	ARKE	īī _		
	Close	Previo	us High/Lo	rw	9	old (fine oz)	\$ price		£Β	quivu	ent
Dec	164.00	167.50	165.00			loşe 	42012-42112			ખુ-23 ધ-23	
Feb Apr	170.00 169.50	171.50 170.50	171.00 170.50		M	pening fix	420.65	:	233	202	•
Turnove	130 (18	5) lots o	d 20 tonnes			fternoon flx ay's high	421-421 ¹	2	232	.384	
FREIGH	FUTUR	ES \$10/1	ndex point		_ 0	Ey's low	418-41	14			
	Close	Previo	us Hìgh/Lo								
Nov Dec	1485 1540	1485 1530	1490 14 1545 15		_	eine Rapioleaf	\$ price 433-438			quive 1 ₂ -24	
Jen	1553	1541	1560 15	50	В	ritannia	433-438		239	12.24	212
Apr Jul	1582 1385	1575 1380	1590 15 1390 13			S Eagle ngei	433-438 431-436			1 ₂ -241 -241	212
BFI	1444	1494			_ K	rugerrand aw Sov.	420-423 59-100			-234 1-5512	
Turnove	r 384 (71	1)			- 0	id Sov.	99-100		54	-65 ¹	
					N	obie Plat	597.9-604	.75	330	.95-33	4.75
					5	er fix	p/fine oz		บธ	cts e	quiv
						pot	354.15		638		
					6	months	364.80 375.15		652 666	45	
					12	2 months	395.30		696	.10	
TEA					1						:
There include	ing 3,000	944 pack offshore	eges on offi , reports the	Tea						•	
			ood general se levels. Be		l _						
liquori	ng assan	as were	again well s lum sorts re	upported mained	<u> 10</u>	HE MOCIFIC	AL EXCH	TRGE.	TRAL	HED ()	PTIÇIK
tuoda	steedy. P	corest d	lescriptions		1 -	eminium (Si		Cal			uts_
			re. Bangladi htly easier r		, —	rike price S	tonne		Mar	Jen	Mer
Africa	ns attract	ed good	competition improved q	with		00 00		222 161	203 154	53 90	116 164
often o	searer. G	eylons c	ame to a str irm to 5p de	ong	24	00		111	115	138	221
Offsho	re leas p	enerally	showed ad initial. Quote	VENCES IN	=	pper (Grad	e A)	Cal	la .		uts
quality		59), me	dıum 106p (s		25	00			282	67	219
I WW IT	SUBURT (3	u isami	1.		20	CET		250	109	139	920

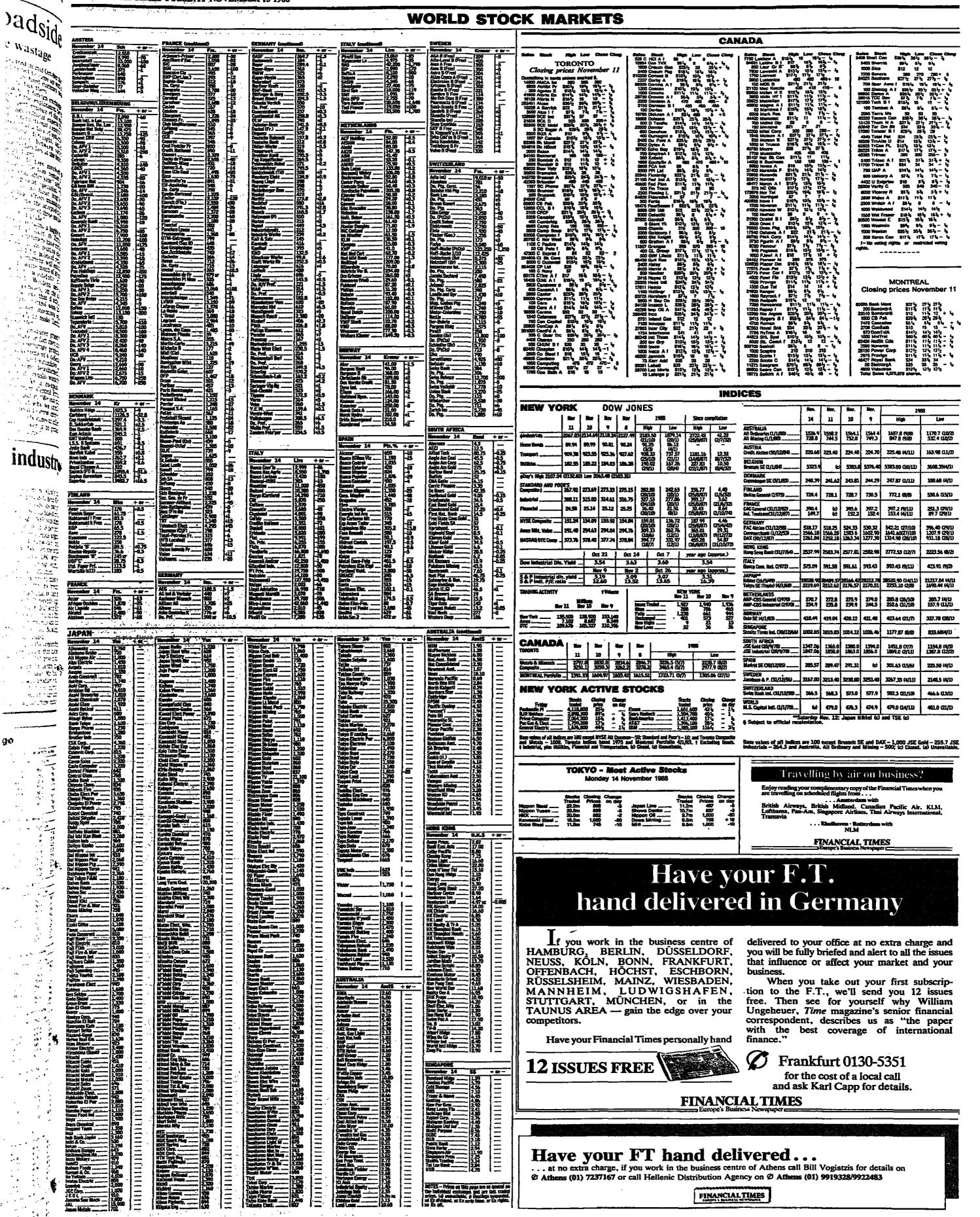
			was note ers were							
023	March rollovers were also featured. Cocoa fell 15 in March as speculative									
	selling was seen. Rollover activity wa also heavy. Commodity funds									
	зирр	orted the	e sugar n	narket as	prices					
0000	supported the sugar market as prices advanced 38 points. The grain market were weak throughout the day as rain									
	in So	uth Ame	erica and	weaker o	ash					
onne	prices prevented any rallies. Cotton									
-	prices lost 8 points as the market falle to break resistance levels early in the									
enne	day.	in the m	eat mark	ets, price	6					
CHITAN			hogs, ca							
<u> </u>	as trade and commission houses were both featured buyers. Crude oil move									
			tinue the							
			ast week. e in Braz							
_										
	Ne	w V	ork							
					<u>. </u>					
	∂ OFD									
	Nov	Close	Previous 421.6	High/Low 425.0	423.0					
	Dec	423.9 425.2	421.6 423.1	426.6	420.9					
	Jen Feb	427.7 429,9	425.8 427.8	0 491.6	0 425.3					
	Apr	435.1	433.0	436.0	431.0					
	Jun Aug	440,3 448,0	438.2 443.0	441.0 0	435.7 0					
	Oct	45 1.7	449.6	0	0.					
	Dec	457.3	455.2	459.0	463.0					
5	PLATI	Close	oy oz, Sitro	High/Low	_					
•	Jan	576.5	S61.6	583.5	672.5					
_	Apr	572.7	577.9	580.0	\$68.0					
_	Jul Oet	573.5 576.0	578.7 581.2	6 · 579.5	g 579.5					
	Jan	580.5	\$85.7	0	0					
	SILVE	R 5,000 tr	oy oz, centz	/tray oz.						
		Close	Previous	High/Low						
	Nov	641.8	638.9	0	0 637.5					
	Dec	644.5 649.3	641.6 646.6	647.0 645.0	645.0 663.0					
	Mar	659.7	656.9	662,0	963.0 865.0					
	May Jul	669.8 660.3	666.9 677.3	672.0 880.5	675.5					
	Sep	690.5	667.5	693.5 709.0	687 <u>.</u> 0 701.0					
ÇEEŞ	Dec Jen	708.0 711,0	708.2 708.3	0	0					
	Mar	722,6	720.0	0	0					
er	COPP		lbs; cents/							
6		Close	Previous	High/Low	440 =					
PT 1	Nav Dec	143.00 136.00	143.20 135.10	142.80 136.80	142.50 134.30					
	Jan	129.30	128.10	0	0					
	Mar May	115.90 109.50	114.10 108.10	116.10 109.60	113,80 108,00					
9	Jul Sep	107.00	105.60	107.50 104.00	105.70					
2 2	Sep Dec	104.80 102.70	103.10 101.00	103.00	101.50					
-				_						

دعال	14.06	13,87	14.15	13.92			
Feb	14.02	13.83	14.10	18.90	Nov	758/0	
Mar	14.02	13.87	14,10	13.95	Jan	771/4	
Apr	14.09	13.90	14,15	14.00	Mar	782/4	
May	14.11	13.93	14,12	13.96	May	785/4	
Jun	14.10	13.96 -	14.20	14.10	Jul	785/2	
Jul	14.18	13.99	14.20	14,12	Aug	777/0	
Aug	14.20	14.02	14.24	14.20 .	Sep	742/4	
MEAN	WA 68 #	2,000 US ga	ile certe/i	fig calle	Nov	721/2	
nea:						BEAM OIL	
	Labort	Previous	High/Low	,	BUTA	BEAST OIL	
Dec	4425	4401	4455	4410		Close	
Jan	4405	4380	4440	4390	Dec	22.42	_
Feb	4330	4305	4360	4310	Jan	22.67	
Mar	4135	4100	4145	4120	Mar	23.21	
Apr	3925	3905	3945	3915	May	23.72	
May	3840	3800	3840	3520	วนเ	24,10	
Aug	3969	3795	3869	3969	Aug	24.15	
COCO	A 10 tonin	es;\$/tonnet			Sep	24.42	•
		S-autous	High/Low		Oct	24.45	•
	Close	Previous	undis ross	<u>' </u>	BOYA	BEAN ME	A
Dec	1387	1419	1410	1392			_
Mar	1433	1445	1447	1427		Close	
May	1427	1497	1438	1419	Dec ·	262.0	
Jul	1436	1445	1443	1432	Jan	251.9	
Sep	1440	1449	1440	1440	. Mar	250.0	
Dec	1448	1480	1451	1440	Miry	246.2	
Mar	1475	1492 .	1475	1475	Jul	242,2	
COFF	EE "C" 37	,500lbs; cer	nts/lbs		Aug	237.5 232.0	
	Close	Previous	High/Lov	,	Sep	222,0	
					· ·	222-0	
Dec	127 <i>.2</i> 7	128.79	128.40	126.50	1	5.000 bu	Ė
Mar	127.60	128,86	128.60 127.60	127.00 128.25		3,000 50	•
May Jul	126.60 126.13	127.98 125.75	126.50	125.75		Close	
Sep	125.75	125.90	120.3U	0 .	Dec	271/4	
Dec	124,11	125.00	125.00	124.55	Mer	279/2	
Mar	126.00	124,37	0	0	May	282/6	
	- wood	"11" 112.0			Jul	263/2	
3004					Sép Déc	270/2	
	Close	Previous	High/Low	, ·		262/2	
Jan	10.03	9.93	40.00		Mer	267/0	
			70.553	100.00			
			10.00 10.50	10.00 10.04	WHEA	T 5.000 bo	
Mar	10.46	10.08	10.50	10.04	WHEA	T 5,000 b	ī
Mar May Jul		10.08 9.82 9.67	10.50 10.22 10.04	10.04 9.80 9.67		Close	,
Mar May Jul Oct	10.46 10.12 10.00 9.84	10.08 9.82 9.67 9.56	10.50 10.22	10.04 9.80	Dec .	Cióse 420/6	j
Mar May Jul Oct Jan	10,46 10.72 10.00 9.84 8.92	10.08 9.82 9.57 9.56 8.81	10.50 10.22 10.04 9.92 0	10.04 9.80 9.67 9.58 0	Dec .	Cióse 420/6 424/2	,
Mar May Jul Oct	10.46 10.12 10.00 9.84	10.08 9.82 9.67 9.56	10.50 10.22 10.04 9.92	10.04 9.80 9.67 9.58	Dec Mar May	Cióse 420/6 424/2 405/5	
Mar May Jul Oct Jan Mar	10,46 10.72 10.00 9.84 8.92 9.50	10.08 9.82 9.57 9.56 8.81	10.50 10.22 10.04 9.92 0	10.04 9.80 9.67 9.58 0	Dec : Mar May Jul	Clóse 420/6 424/2 406/5 382/2	
Mar May Jul Oct Jan Mar	10.46 10.72 10.00 9.84 8.92 9.50 ON 50.000	10.08 9.82 9.67 9.56 8.81 9.23	10.50 10.22 10.04 9.92 0	10.04 9.80 9.67 9.58 0 9.30	Dec Mar May Jul Sep	Clóse 420/6 424/2 406/6 382/2 386/0	
Mar May Jul Oct Jan Mar	10,46 10.72 10.00 9.84 8.92 9.50	10.08 9.82 9.57 9.56 8.81 9.23	19.50 10.22 19.04 8.92 0 9.50	10.04 9.80 9.87 9.58 0 9.30	Dec : Mar May Jul	Clóse 420/6 424/2 406/5 382/2	J 1
Mar Mary Jul Oct Jan Mar COTTI	10.46 10.12 10.00 9.84 8.92 9.50 OH 60.000 Closs	10.08 9.82 9.57 9.56 8.81 9.23 cents/lbs Previous	10.50 10.22 10.04 8.92 0 9.50 High/Lon	10.04 9.80 9.67 9.58 0 9.30	Dec Mar May Jul Sep Dec	Clóse 420/6 424/2 405/5 382/2 385/0 395/0	
Mar Mary Jul Oct Jan Mar COTTI	10.46 10.12 10.00 9.84 8.92 9.50 CH 60.000 Closs 56.83 56.75	10.05 9.82 9.67 9.56 8.81 9.23 c cents/lbs Previous 55.96 56.72	10.50 10.22 10.04 9.92 0 9.50 High/Lon 56.20 57.06	10.04 9.80 9.67 9.58 0 9.30 9.30	Dec Mar May Jul Sep Dec	Clóse 420/6 424/2 406/6 382/2 386/0	
Mar May Jul Oct Jan Mar COTTI Dec Mar May	10.46 10.12 10.00 9.84 8.92 9.50 CH 50.000 Closs 55.83 56.75 56.60	10.06 9.82 9.67 9.56 8.81 9.23 Conts/lbs Previous 55.96 56.72 50.85	10.50 10.22 10.04 8.92 0	10.04 9.80 9.67 9.67 9.58 0 9.30 55.70 56.45 56.60	Dec Mar May Jul Sep Dec	Ciçse 420/6 424/2 406/6 382/2 386/0 396/0	
Mar Mary Jul Oct Jan Mar COTTI	10.46 10.72 10.00 9.84 8.92 9.50 CH 60.000 Closs 56.83 96.75 56.80 56.90	10.06 9.82 9.57 9.55 8.81 9.23 cents/lbs Previous 55.96 56.72 56.85 57.05	10.50 10.22 10.04 9.92 0 9.50 High/Lon 58.20 57.20 57.30	10.04 9.80 9.87 9.58 0 9.50 2.30 56.70 56.45 56.45 56.85	Dec Mar Mar Jul Sep Dec	Cidee 420/6 424/2 406/5 382/2 386/0 396/0 Cidee	
Mar May Jul Oct Jan Mar COTTI Dec Mar May	10.46 10.12 10.00 9.84 8.92 9.50 CH 50.000 Closs 55.83 56.75 56.60	10.06 9.82 9.67 9.56 8.81 9.23 Conts/lbs Previous 55.96 56.72 50.85	10.50 10.22 10.04 8.92 0	10.04 9.80 9.67 9.67 9.58 0 9.30 55.70 56.45 56.60	Dec Mar May Jul Sep Dec	Cidee 420/6 424/2 405/6 382/2 385/0 395/0 Cidee 72.30	
Mar Mary Jul Oct Jan Mar COTTI Dec Mar May Jul Dec	10.46 10.12 10.00 9.84 8.92 9.50 CM 60.000 Closs- 55.83 56.75 56.60 56.60	10.08 9.82 9.87 9.86 8.81 9.23 c cents/lbs Previous 55.96 56.72 56.85 57.05	10.50 10.22 10.04 9.92 0 9.50 High/Lon 58.20 57.05 57.20 57.30	10.04 9.80 9.87 9.58 0 9.50 2.30 56.70 56.45 56.45 56.85	Dec Mar May Jul Sep Dec LIVE C	Cidee 420/6 424/2 405/5 382/2 385/0 395/0 ATTLE 40 Cidee 72.30 72.67	
Mar Mary Jul Oct Jan Mar COTTI Dec Mar May Jul Dec	10.46 10.12 10.00 9.84 8.92 9.50 ON 60.000 Close 56.83 96.75 56.60 58.90 58.60	10.05 9.82 9.87 9.86 8.81 9.23 c cents/lbs Previous 55.86 56.72 56.85 57.05 57.05	10.50 10.22 10.04 9.92 0 9.50 High/Lon 58.20 57.20 57.20 57.30 57.90	10.04 9.80 9.87 9.58 0 9.30 56.45 56.60 56.85 56.60	Dec Mar May Jul Sep Dec LIVE C	Cidese 420/6 424/2 405/5 382/2 385/0 395/0 Cidese 72.30 72.67 74.12	
Mar Mary Jul Oct Jan Mar COTTI Dec Mar May Jul Dec	10.46 10.12 10.00 9.84 8.92 9.50 CM 60.000 Closs- 55.83 56.75 56.60 56.60	10.08 9.82 9.67 9.56 8.81 9.23 c cents/lbs Previous 56.96 56.72 57.05 57.05 15,000 lbs	10.50 10.22 10.04 9.92 0 9.50 High/Lon 58.20 57.05 57.20 57.30	10.04 9.80 9.87 9.58 0 9.30 56.45 56.60 56.85 56.60	Dec Feb Apr Jun	Cides 420/6 424/2 405/5 382/2 385/0 395/0 Cides 72.30 72.67 74.12 72.80	
Mar Mary Jul Oct Jan Mar GOTTI Dec Mary Jul Dec ORAN	10.46 10.12 10.00 9.84 8.92 9.50 ON 50.000 Close 56.83 56.75 56.80 56.80 S6.75 S6.60 Close	10.08 9.82 9.67 9.56 8.81 9.23 ccents/lbs Previous 56.86 56.72 58.95 57.05 15,000 lbs Previous	10.50 10.22 10.04 9.92 0 9.50 High/Lon 57.05 57.05 57.00 Gents/lbs	10.04 9.80 9.67 9.55 0 9.30 55.70 56.45 56.60 56.85 58.60	Dec Har May Juli Sep Dec LIVE C Feb Apr Jun Aug	Cides 429/6 424/2 406/6 382/2 386/0 396/0 Cione 72.30 72.67 74.12 70.27	
Mar Mary Jul Oct Jan Mar Mar Mar Mar Mar Mar Mar Mar Mar Mar	10.46 10.12 10.02 9.84 8.92 9.50 DN 60.000 Closs 56.83 56.75 56.80 58.76 58.60 Closs Closs 183.45 170.65	10.08 9.82 9.57 9.56 9.57 9.56 6.81 9.23 coents/lbs Previous 55.96 97.05 57.05 97.00 lbs; Previous 183.50 171.20	10.50 10.22 10.04 9.92 0 9.50 High/Lon 51.20 57.20 57.20 57.30 9.51 High/Lon 184.00	10.04 9.80 9.67 9.58 0 2.50 56.70 56.45 56.60 56.85 56.60	Dec Mar May Juli Sep Dec LIVE C	Cideo 420/6 424/2 405/6 382/2 386/0 395/0 Cideo 72.50 72.57 74.12 72.20 70.00	
Mar Mary Jul Oct Jan Mar COTTI Dec Mar Mar Nov Jan Mar	10.46 10.10 10.00 9.84 8.92 9.50 ON 60.000 Close 56.83 56.75 56.60 KRE SURCE Close 183.45 170.65	10.08 9.82 9.57 9.56 8.81 9.23 c cents/lbs Previous 55.96 59.72 57.05 57.05 15,000 lbs Previous 163.50 171.20	10.50 10.22 10.04 9.92 0 9.50 57.05 57.25 57.20 57.30 57.00 Genta/lbs	10.04 9.80 9.87 9.58 0 9.30 56.45 56.45 56.45 56.60 182.70 170.40 169.10	Dec Har May Juli Sep Dec LIVE C Feb Apr Jun Aug	Cides 429/6 424/2 406/6 382/2 386/0 396/0 Cione 72.30 72.67 74.12 70.27	
Mar Mary Jul Oct Jan Mar GOTTI Dec Mar May Jul Dec GRAN Nov Jan Mar May	10,46 10.12 10.00 9.84 8.92 9.50 ON 50.000 Close 56.83 56.75 56.60 59.90 Close 183.43 170.65 189.45	10.08 9.82 9.57 9.56 9.57 9.23 c cents/lbs Previous 55.86 57.05 15,000 lbs Previous 183.50 171.20 189.50	10.50 10.24 10.24 9.92 0 9.50 High/Los 55.20 57.20 57.20 68.75.30 High/Los 184.00 171.70 170.00	10.04 9.80 9.67 9.55 0 9.30 56.45 56.45 56.60 56.85 56.60 182.70 170.40 169.10 169.10	Dec Har May Dec Feb Apr Jun Aug Sop Oct	Cideo 42076 42476 42476 42476 42476 38272 38670 38570 24771E 40 Cione 72.30 72.67 74.12 70.00 66.67	
Mar Mary Jul Oct Jan Mar Mar May Jul Dec GRAN Nov Jan Mar Mar Mar Mar Mar	10,46 10.12 10.00 9.84 8.92 9.50 OH 60.000 Close 56.83 56.70 56.80 56.80 56.80 168.45 170.65 169.50 169.65	10.08 9.82 9.57 9.56 8.81 9.23 Contariba Previous 56.98 57.05 57.05 15,000 lbs: Previous 183.50 189.50 189.50 189.50 189.50 189.50	10.50 10.22 10.04 9.92 0 9.50 51.05 57.20 57.20 57.30 57.00 69018/lbs 184.00 171.70 170.50	10.04 9.80 9.67 9.58 0 2.50 55.70 56.45 56.60 56.85 56.60 182.70 170.40 169.10 169.10 169.10	Dec Har May Dec Feb Apr Jun Aug Sop Oct	Cideo 420/6 424/2 405/6 382/2 386/0 395/0 Cideo 72.50 72.57 74.12 72.20 70.00	
Mar Mary Jul Oct Jan Mar Mary Jul Dec GRAN Nov Jen Mar Mary Jul Jen Mar Mary Jul Sep	10,46 10,12 10,00 9,84 8,92 9,50 DN 60,000 Close 55,83 56,75 56,80 59,90 58,60 Close 183,45 170,65 169,45 169,45 169,50	10.08 9.82 9.57 9.56 9.57 9.56 6.81 9.23 c cents/lbs Previous 55.96 66.72 56.95 57.05 15,000 lbe; Previous 163.50 171.20 169.50 170.05 170.05 180.50 170.05	10.50 10.24 9.92 0 9.50 High/Lon 55.20 57.20 57.20 57.20 57.70 Cente/lbs High/Lon 171.70 170.50 0	10.04 9.80 9.67 9.55 0 9.30 55.70 56.45 56.60 56.85 58.60 170.40 169.10 169.10 169.50 0	Dec Har May Dec Feb Apr Jun Aug Sop Oct	Cideo 42076 42476 42476 42476 42476 38272 38670 38570 24771E 40 Cione 72.30 72.67 74.12 70.00 66.67	
Mar Mar Mar Oct Jan Mar COTTI Dec GRAN Nov Jan Mar May Jui Sep Nov	10,46 10.12 10.00 9.84 8.92 9.50 ON 60.000 Closs 56.83 98.75 56.80 55.90 56.60 12E JURCE 183.45 190.55 160.50 162.85	10.08 9.82 9.57 9.56 9.81 9.23 coents/lbs Previous 55.96 9.70 55.96 15,000 lbs Previous 163.50 177.20 199.50 170.05 186.55	10.50 10.22 10.04 9.92 9.50 9.50 57.20 57.20 57.20 57.30 57.30 57.00 171.70 170.50 170.50 170.50 0	10.04 9.80 9.67 9.55 0 2.50 56.70 56.45 56.60 56.85 56.60 170.40 169.10 169.50 0	Dec LIVE C	Cides 420/6 420/6 420/6 405/6 382/2 386/0 385/0 Cides 72.50 74.12 72.57 74.12 70.00 66.67	
Mar Mary Jul Oct Jan Mar Mary Jul Dec GRAN Nov Jen Mar Mary Jul Jen Mar Mary Jul Sep	10.46 10.10 10.00 9.84 8.92 9.50 OH 50.000 Close 56.83 58.75 56.80 58.80 58.81 10.85 109.50 168.85 169.85 169.85 169.85	10.08 9.82 9.57 9.56 8.81 9.23 Contariba Previous 56.98 57.05 57.05 15,000 lbs: Previous 183.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50	10.50 10.22 10.04 9.92 0 9.50 57.05 57.20 57.30 57.30 57.30 57.00 184.00 171.70 170.50 170.50 0 0	10.04 9.80 9.67 9.58 0 9.50 55.70 55.45 56.60 56.85 50.60 170.40 169.10 169.10 0 0	Dec HIVE H	Cidese 420/6 420/6 420/6 406/6 382/2 386/0 395/0 SATTLE 40 Cidese 72.30 72.67 74.12 71.00 69.67 Cidese 40.67	
Mar Mar Mar Jul Oct Jan Mar Mar May Jul Sop Nov Jan Mar Mar Mar Mar Mar Mar Mar Mar Mar Mar	10,46 10.12 10.00 9.84 8.92 9.50 ON 60.000 Closs 56.83 98.75 56.80 55.90 56.60 12E JURCE 183.45 190.55 160.50 162.85	10.08 9.82 9.57 9.56 9.81 9.23 coents/lbs Previous 55.96 9.70 55.96 15,000 lbs Previous 163.50 177.20 199.50 170.05 186.55	10.50 10.22 10.04 9.92 9.50 9.50 57.20 57.20 57.20 57.30 57.30 57.00 171.70 170.50 170.50 170.50 0	10.04 9.80 9.67 9.55 0 2.50 56.70 56.45 56.60 56.85 56.60 170.40 169.10 169.50 0	Dec LIVE #	Cides 420/6 420/6 420/6 426/5 382/2 385/0 395/0 Cides 72.30 72.57 74.12 72.80 70.27 70.00 69.67	
Mar Mar Mar Jul Oct Jan Mar Mar May Jul Sop Nov Jan Mar Mar Mar Mar Mar Mar Mar Mar Mar Mar	10.46 10.10 10.00 9.84 8.92 9.50 OH 50.000 Close 56.83 58.75 56.80 58.80 58.81 10.85 109.50 168.85 169.85 169.85 169.85	10.08 9.82 9.57 9.56 8.81 9.23 Contariba Previous 56.98 57.05 57.05 15,000 lbs: Previous 183.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50	10.50 10.22 10.04 9.92 0 9.50 57.05 57.20 57.30 57.30 57.30 57.00 184.00 171.70 170.50 170.50 0 0	10.04 9.80 9.67 9.58 0 9.50 55.70 55.45 56.60 56.85 50.60 170.40 169.10 169.10 0 0	Dec Feb Apr Jun Bop Oct	Cidese 42076 42076 42076 42076 40576 38272 38570 39570 Cidese 40.57 44.52 44.52 44.52	
Mar Mar Mar Jul Oct Jan Mar Mar May Jul Sop Nov Jan Mar Mar Mar Mar Mar Mar Mar Mar Mar Mar	10.46 10.10 10.00 9.84 8.92 9.50 OH 50.000 Close 56.83 58.75 56.80 58.80 58.81 10.85 109.50 168.85 169.85 169.85 169.85	10.08 9.82 9.57 9.56 8.81 9.23 Contariba Previous 56.98 57.05 57.05 15,000 lbs: Previous 183.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50	10.50 10.22 10.04 9.92 0 9.50 57.05 57.20 57.30 57.30 57.30 57.00 184.00 171.70 170.50 170.50 0 0	10.04 9.80 9.67 9.58 0 9.50 55.70 55.45 56.60 56.85 50.60 170.40 169.10 169.10 0 0	Dec LIVE #	Cidese 420/6 420/6 420/6 420/6 406/6 382/2 386/0 395/0 SATTLE 40 Cidese 72.30 74.12 74.12 74.90 69.67 Cidese 40.67 44.92 43.95	
Mar Mar Mar Jul Oct Jan Mar Mar May Jul Sop Nov Jan Mar Mar Mar Mar Mar Mar Mar Mar Mar Mar	10.46 10.10 10.00 9.84 8.92 9.50 OH 50.000 Close 56.83 58.75 56.80 58.80 58.81 10.85 109.50 168.85 169.85 169.85 169.85	10.08 9.82 9.57 9.56 8.81 9.23 Contariba Previous 56.98 57.05 57.05 15,000 lbs: Previous 183.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50	10.50 10.22 10.04 9.92 0 9.50 57.05 57.20 57.30 57.30 57.30 57.00 184.00 171.70 170.50 170.50 0 0	10.04 9.80 9.67 9.58 0 9.50 55.70 55.45 56.60 56.85 50.60 170.40 169.10 169.10 0 0	Dec Dec LIVE (LIVE (LIVE (LIVE (LIVE H	Cides 420/6 420/6 420/6 426/5 382/2 385/0 385/0 Cides 72.30 72.57 74.12 72.80 70.27 70.00 69.67 Cides 40.67	
Mar Mary Jul Oct Jan Mar COTTI Dec Mary Jul Sep Jan Mary Mary Mary Mary Mary Mary Mary Mary	10.46 10.10 10.00 9.84 8.92 9.50 OH 50.000 Close 56.83 58.75 56.80 58.80 58.81 10.85 109.50 168.85 169.85 169.85 169.85	10.08 9.82 9.57 9.56 8.81 9.23 Contariba Previous 56.98 57.05 57.05 15,000 lbs: Previous 183.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50	10.50 10.22 10.04 9.92 0 9.50 57.05 57.20 57.30 57.30 57.30 57.00 184.00 171.70 170.50 170.50 0 0	10.04 9.80 9.67 9.58 0 9.50 55.70 55.45 56.60 56.85 50.60 170.40 169.10 169.10 0 0	Dec Feb Apr Jun Dec Feb Apr Ju	Cidese 420/6 420/6 420/6 420/6 406/6 382/2 386/0 395/0 SATTLE 40 Cidese 72.30 74.12 74.12 74.90 69.67 Cidese 40.67 44.92 43.25	
Mar Mary Jul Oct Jan Mar COTTI Dec ORAN Nov Jul Sep Jul Sep Jul Sep Jul	10,46 10,12 10,00 9,84 8,92 9,50 Close 55,83 56,75 56,60 Close 183,45 170,65 169,55 169,55 169,55 169,55 169,85 160,85	10.08 9.82 9.57 9.56 8.81 9.23 conts/lbs Previous 55.96 57.05 57.05 57.05 15,000 lbs Previous 183.50 199.50 199.50 190.55 190.55 190.55 190.55 190.55 190.55	10.50 10.22 10.04 9.92 0 9.50 57.05 57.20 57.20 57.30 57.00 69nts/lbs 184.00 171.70 170.50 0 0	10.04 9.80 9.67 9.58 0 2.30 55.70 56.45 56.60 56.85 56.60 182.70 170.40 169.10 169.50 0	Dec Feb Apr Jun Jun Jun Jun Aug	Cides 420/6 420/6 420/6 420/6 406/6 382/2 386/0 396/0 396/0 72.50 72.57 74.12 70.00 69.67 Ciose 40.67 44.92 44.92 44.92 44.92 44.92 48.96	
Mar Mary Jul Oct Jan Mar COTTI Dec ORAN Nov Jul Sep Jul Sep Jul Sep Jul	10,46 10,12 10,00 9,84 8,92 9,50 Close 55,83 56,75 56,60 Close 183,45 170,65 169,55 169,55 169,55 169,55 169,85 160,85	10.08 9.82 9.57 9.56 8.81 9.23 Contariba Previous 56.98 57.05 57.05 15,000 lbs: Previous 183.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50 189.50	10.50 10.24 9.92 0 9.50 9.50 9.50 57.20 57.20 57.30 57.30 184.00 171.70 170.50 0 0	10.04 9.80 9.67 9.65 0 9.30 56.70 56.45 56.60 56.65 50.60 182.70 170.40 189.10 169.10 169.50 0 0	Dec Feb Apr Jun Aug Oct Aug Oct Oct	Cides 420/6 420/6 420/6 420/6 406/6 382/2 385/0 385/0 385/0 Cides 72.30 72.67 74.12 74.00 70.00 66.67 Cides 40.92 41.92 48.95 48.95	00
Mar Mary Mar Oct Jen Mar COTTI Dec ORAN Nov Jel Sep Jen Mar Mar Mar Mar Mar Mar Mar Mar Mar Mar	10,46 10,12 10,00 9,84 8,92 9,50 Close 55,83 56,75 56,60 Close 183,45 170,65 169,55 169,55 169,55 169,55 169,85 160,85	10.08 9.82 9.57 9.56 9.87 9.23 coents/lbs Previous 55.96 97.05 57.05 57.05 15,000 lbs Previous 183.50 199.50 199.50 190.55 160.95 160.95	10.50 10.24 9.92 0 9.50 9.50 9.50 57.20 57.20 57.30 57.30 184.00 171.70 170.50 0 0	10.04 9.80 9.67 9.65 0 9.30 56.70 56.45 56.60 56.65 50.60 182.70 170.40 189.10 169.10 169.50 0 0	Dec Feb Apr Jun Aug Oct Aug Oct Oct	Cides 420/6 420/6 420/6 420/6 406/6 302/2 305/0 395/0 395/0 Cides 40.67 70.00 69.67 60.67	00
Mar Mary Mar Oct Jen Mar COTTI Dec ORAN Nov Jel Sep Jen Mar Mar Mar Mar Mar Mar Mar Mar Mar Mar	10,46 10.12 10.00 9.84 8.92 9.50 ON 60.000 Closs 56.83 56.75 56.80 55.90 56.60 183.45 170.65 189.45 160.85 160.85 160.85	10.08 9.82 9.57 9.56 9.87 9.23 coents/lbs Previous 55.96 9.72 56.85 57.05 57.05 15,000 lbs Previous 183.50 199.50 170.05 186.95 180.95 180.95 180.95 180.95 180.95	10.50 10.24 10.94 9.92 0 9.50 High/Lon 55.20 57.20 57.20 57.70 Genta/ibs High/Lon 171.70 1770.50 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	10.04 9.80 9.67 9.65 0 9.80 56.70 56.45 56.60 56.65 50.60 182.70 170.40 189.10 169.10 169.50 0 0 0 0	Dec Feb Apr Jun Aug Oct Aug Oct Oct	Cides 420/6 420/6 420/6 420/6 406/6 302/2 305/0 395/0 395/0 Cides 40.67 70.00 69.67 60.67	00
Mar Mary Mar Oct Jen Mar COTTI Dec ORAN Nov Jel Sep Jen Mar Mar Mar Mar Mar Mar Mar Mar Mar Mar	10,46 10.12 10.00 9.84 8.92 9.50 ON 60.000 Closs 56.83 96.75 56.80 58.90 58.60 183.45 170.65 189.50 169.50 169.65 169.65 160.85	10.08 9.82 9.57 9.56 9.87 9.23 coents/lbs Previous 55.96 9.72 56.85 57.05 57.05 15,000 lbs Previous 183.50 199.50 170.05 186.95 180.95 180.95 180.95 180.95 180.95	10.50 10.24 9.92 0 9.50 9.50 9.50 57.20 57.20 57.30 57.30 184.00 171.70 170.50 0 0	10.04 9.80 9.67 9.65 0 9.30 56.70 56.45 56.60 56.65 50.60 182.70 170.40 189.10 169.10 169.50 0 0	Dec Feb Apr Jun Aug Sop Oct LIVE H	Cidese 420/6 420/6 420/6 420/6 406/6 352/2 356/0 358/0 358/0 Cidese 72.30 72.57 74.12 77.00 69.67 Cidese 40.67 44.92 45.95 8ELLES Cidese	00
Mar May Jul Oct Jan Mar COTTI Dec ORAN Nov Jan May Jul May Jul May Jul May Jul May May Jul May May May Jul May May May May May May May May May May	10,46 10,12 10,00 9,84 8,92 9,50 Close 55,83 56,75 56,60 Close 183,45 170,65 169,65 169,65 169,65 169,85 160,85	10.08 9.82 9.57 9.56 9.87 9.23 coents/lbs Previous 55.96 9.72 56.85 57.05 57.05 15,000 lbs Previous 183.50 199.50 170.05 186.95 180.95 180.95 180.95 180.95 180.95	10.50 10.24 10.94 9.92 0 9.50 High/Lon 55.20 57.20 57.30 Fenta/ibs High/Lon 170.30 170.50 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	10.04 9.80 9.67 9.65 0 9.80 56.70 56.45 56.60 56.65 50.60 182.70 170.40 169.10 169.10 169.50 0 0 0 0 0 0 0 0 0 0 0 0 0	Dec Feb Apr Jun Aug Oct LIVE #	Cidese 42076 42076 42076 42076 40576 38272 38570 38570 38570 38570 72.57 74.12 77.0.00 69.67 70.27 70.00 G9.67 40.57 44.52 44.52 44.55 44.55 44.55 5651, JESS GELLESS Cidese	00
Mar May Jul Oct May Jul Oct May Jul Oct May Jul Oct May Jul Doc ORAN	10,46 10,12 10,00 9,84 10,00 9,84 8,92 9,50 Close 55,83 56,75 56,60 Close 183,45 170,65 169,55 169,55 169,85 160,85 TERS (8e Nov 1 1886,7 JONES (8	10.08 9.82 9.57 9.56 9.57 9.59 56.81 9.23 conts/lbs Previous 55.86 56.72 55.85 57.05 15,000 lbs; Previous 163.50 171.20 169.50 170.05 160.85 160.85	10.50 10.24 9.92 0 9.50 High/Lon 55.20 57.20 57.20 57.70 Genta/ibs High/Lon 171.70 1770.50 0 0 0 0 0 0 1889.23 11974 =	10.04 9.80 9.87 9.55 0 9.30 55.70 56.45 56.60 56.85 56.60 182.70 170.40 169.10 169.10 169.50 0 0 0 0 1 = 100) 0 yr ago	Dec Feb Apr Jun Aug Oct Dec Feb Apr Feb Mar	Cidese 420/6 420/6 420/6 420/6 406/6 382/2 386/0 385/0 SSS/0 SSS/0 Cidese 40.67 72.30 72.67 70.00 69.67 Cidese 40.67 44.92 48.95 SELLIES Cidese 44.92 44.92 45.95 Cidese 44.92 45.95	00
Mar	10,46 10.12 10.00 9.84 8.92 9.50 ON 50.000 Close 55.83 56.75 56.80 59.90 Close 183.A5 170.85 189.45 189.45 180.85 180.85 180.85 IESS IESS IESS IESS IESS IESS IESS IES	10.08 9.82 9.57 9.56 10.08 9.67 9.23 C Cents/lbs Previous 55.86 66.72 55.86 57.05 15.000 lbs: Previous 183.50 171.20 189.50 170.05 189.50 170.05 180.25 180.25 180.25 180.25 180.25 180.25	10.50 10.22 10.04 9.92 0 9.50 High/Los 552.05 57.20 57.30 Cents/ibs High/Los 170.50 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	10.04 9.80 9.67 9.55 0 9.30 9.55 0 9.30 9.30 182.70 170.40 169.10 169.50 0 0 1 = 100) 0 yr ago 1656.1 100) 128.39	Dec Feb Apr Jun Aug Oct LIVE #	Cidese 420/6 420/6 420/6 420/6 405/6 382/2 385/0 Cidese 72.30 72.57 74.12 70.00 69.67 70.27 70.00 G9.67 44.92 44.95 44.95 44.95 8ELLES 610000 64.77 45.22 44.77	00
Mar	10,46 10,12 10,00 9,84 10,00 9,84 8,92 9,50 Close 55,83 56,75 56,60 Close 183,45 170,65 169,55 169,55 169,85 160,85 TERS (8e Nov 1 1886,7 JONES (8	10.08 9.82 9.57 9.56 10.08 9.67 9.23 C Cents/lbs Previous 55.86 66.72 55.86 57.05 15.000 lbs: Previous 183.50 171.20 189.50 170.05 189.50 170.05 180.25 180.25 180.25 180.25 180.25	10.50 10.24 9.92 0 9.50 High/Lon 55.20 57.20 57.20 57.70 Genta/ibs High/Lon 171.70 1770.50 0 0 0 0 0 0 1889.23 11974 =	10.04 9.80 9.87 9.55 0 9.30 55.70 56.45 56.60 56.85 56.60 182.70 170.40 169.10 169.10 169.50 0 0 0 0 1 = 100) 0 yr ago	Dec Dec LIVE (Dec Dec Live (Live (Live (Live (Live (Live (Live (Live (Live (Live (Live (Cidese 420/6 420/6 420/6 420/6 406/6 382/2 386/0 385/0 SSS/0 SSS/0 Cidese 40.67 72.30 72.67 70.00 69.67 Cidese 40.67 44.92 48.95 SELLIES Cidese 44.92 44.92 45.95 Cidese 44.92 45.95	00



i ventyllik it





NEW YORK STOCK EXCHANGE COMPOSITE PRICES

4112569 # 5216 # 5544 # 639 # 5146 # 525 # 525 # 525 # 525 # 525 # 525 # 525 # 525 # 525 # 525 # 525 # 525 # # 4112569 # 521 # 655 # 465 # 525 # 525 # 525 # 525 # 525 # 525 # 525 # 525 # 525 # 525 # 525 # 525 # 525 # 52

Chance Provided Control of the Contr

3pm prices November 14 231 AMRI pf 2.25
231 AMRI pf 2.25
231 AMRI pf 2.25
231 AMRI pf 2.25
231 AMRI pf 2.25
231 AMRI pf 2.25
231 AMRI pf 2.25
231 AMRI pf 2.25
231 AMRI pf 2.25
231 AMRI pf 2.25
231 AMRI pf 2.25
231 AMRI pf 2.25
231 AMRI pf 2.25
231 AMRI pf 2.25
231 AMRI pf 2.25
231 AMRI pf 2.25
231 AMRI pf 2.25
232 AMRI pf 2.25
233 AMRI pf 2.25
234 AMRI pf 2.25
235 AMRI pf 2.25
236 AMRI pf 2.25
237 AMRI pf 2.25
237 AMRI pf 2.25
238 AMRI pf 2.25
239 AMRI pf 2.25
231 AMRI pf 2.25
232 AMRI pf 2.25
233 AMRI pf 2.25
234 AMRI pf 2.25
235 AMRI pf 2.25
236 AMRI pf 2.25
237 AMRI pf 2.25
238 AMRI pf 2.25
239 AMRI pf 2.25
231 AMRI pf 2.25
231 AMRI pf 2.25
231 AMRI pf 2.25
231 AMRI pf 2.25
232 AMRI pf 2.25
233 AMRI pf 2.25
234 AMRI pf 2.25
235 AMRI pf 2.25
236 AMRI pf 2.25
237 AMRI pf 2.25
238 AMRI pf 2.25
239 AMRI pf 2.25
230 AMRI pf 2.25
231 AMRI pf 2.25
231 AMRI pf 2.25
232 AMRI pf 2.25
233 AMRI pf 2.25
234 AMRI pf 2.25
235 AMRI pf 2.25
236 AMRI pf 2.25
237 AMRI pf 2.25
238 AMRI pf 2.25
239 AMRI pf 2.25
230 AMRI pf 2.25
231 AMRI pf 2.25
231 AMRI pf 2.25
232 AMRI pf 2.25
233 AMRI pf 2.25
234 AMRI pf 2.25
235 AMRI pf 2.25
236 AMRI pf 2.25
237 AMRI pf 2.25
238 AMRI pf 2.25
239 AMRI pf 2.25
241 AMRI pf 2.25
251 AMRI pf 2.25
252 AMRI pf 2.25
253 AMRI pf 2.25
254 AMRI pf 2.25
255 AMRI pf 2.25
256 AMRI pf 2.25
257 AM

Secret Div. 1948 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 | 1949 |

如果,我们只要跟自己的,他们就没有,这一个人的人,我们就是不是一个人的人,我们也不是一个人的人,我们也会会会说,我们也是我们的,我们也是我们的,我们也会会会会会会会会会会会会会会会会会会会会会会会会会会会会会会会会会会会

Sect | Sect Low State of the Control of the State of the 054244325374443454544447838323777844737888334425454445833782546833333333333333333322222

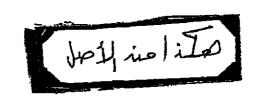
12 Member 20 Mem 152 Peopley 1.20
153 Peopley 1.20
154 Peopley 1.20
155 Peopley 1.20
154 Peopley 1.20
155 People $\frac{1}{2}$

المكذاصة لأصل

| Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indiana | Indi

NAME WHERE

9811081-9671984187881102353369882398728172351750



2017 1775 - 1744 - 17 - 1755 - 1745

Gernght Greek Gernght
.10 .10 t

Stock Day 1. 12 December 1. 12 Decem

NYSE COMPOSITE PRICES

| 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100

Control of the state of the sta

53 601, Xerox 3
501, 47 Xerox pt.13
501, 47 Xerox pt.13
501, 107 Xerox p

AMEX COMPOSITE PRICES

9 Spein n
12 Springa 1
43 Springa 1
43 Springa 1
12 Stock n
13 Stock n
13 Stock n
14 Stock n
15 Stock n
15 Stock n
16 Stock n
17 Stock n
17 Stock n
18 Spein n

Stock Disk.
ATSE
ATT FG2.78e
Actorn
ArExp
Albew
Actorn
Albew
Anters
Allstar
Alphan
Alza
Andht s .70
Albew
Andht s .70
An

CMI Cp
Calling
Calling
Calling
Calling
Calling
Calling
Calling
Calling
Carolt
C

Sheck Dise.
InstSy Inst

M. E 1006 Might St. 1 1

Travelling on Business? Enjoy reading your complimentary copy of the Financial Times when you're staying . . .

FINANCIAL TIMES

Europe's Business Newspaper

ER-THE-COUNTER

在一个时间,我们就是这个时间的现在分词,我们的是这个时间的,我们也没有有一个时间,我们的一个时间,我们的一个时间,我们也是一个时间,我们的一个时间,我们的一个时间,我们的一个时间,我们就是这个时间,我们也会会会会会会会会 30 -1 70 - 1 12 + 1 26 - 1 13 - 1 20 - 1 21 - 1-16 10 - 1 12 - 1 .32 .16 .40

| Stock | Color | Colo NeRCOT
NewAST
Ne .1.50 .49 .12 .40 .54 .22 .25 .50 .1.46 .1.12 .50 .45 .58

© Frankfurt (069) 7598-101 now for details.

enjoy your complimentary copy of the Financial Times as a guest of the 巫 Hotel Zürich Etwählegust 42, 8001 Zürich Telefon 01-363 63 63

While in Zurich

DEN Fo CBA DEP a DS Bnc DSC DST DalaySy DalSem Ots IO DESWich DalayCp Deublin

1½ 3 14¾ + 9 + 33½ -7½ -13½ -10½ + 19¼ + 8 67 -13 164 -4 -224-74-74-74-1954-154-154-154-145-145-145-145-

CEMI CPC A6
CTEC A6
CT

124 + 125 + 126 +

Te bestelet tetsett jetetsjett i tetsette tetsett betsett betsett betsett betsett betsett betsett jetets betsett betse

3pm prices November 14

RAC n 1.12s Ransbg Recap
52n .36 .43

. . . in Barcelona at the Hotel Calderon, Hotel Diplomatic, Hotel Majestic, Gran Hotel Sarria

Early gains disappear as trade figures loom Return of confidence lifts

EARLY gains disappeared and equities drifted lower as New York failed to recover any of the considerable ground lost last week, writes Janet Bush in New York.

The Dow Jones Industrial Average registered a gain of around 6 points in the first half hour of trading but then slipped back again to be quoted 0.53 points lower at 2.066.50 at 2pm. Volume was reasonably active with 104m shares traded

A measure of relief that the slide in the dollar appeared to have halted for the time being was balanced by nervousness in the run-up to tomorrow's US trade figures for September. Forecasters predict a deficit of \$9.5bn to \$10.5bn on a cost insurance freight basis, com-

pared with \$12.2bn the previ-ous month, with the underly-

shortfall of perhaps \$11bn to \$11.5bn a month.

The vulnerability of the dol-lar, which fell to within stri-king distance of post-war lows against the Japanese yen last week, gives these trade figures additional focus. The Administration was

finally goaded into commenting on dollar policy yesterday when Mr Marlin Fitzwater,
White House spokesman, distanced the new president from
Mr Martin Feldstein who, he
said, was "not part of the
administration."

It was Mr Feldstein, president of the Bureau of Economic Research, who last week contributed to the dollar's alarming slide by saying that the dollar needed to fall by 10 per cent to 20 per cent over the next three years in order to continue progress in cutting the trade deficit. Mr Feldstein

ing trend remaining at a George Bush, the president unemployment figures of con-

elect.
Mr Nicholas Brady, expected to be named as US Treasury Secretary in the new adminis-tration having acted as care-taker for the job over the election campaign, also said that the administration remained committed to exchange market

At yesterday's New York midsession, the dollar was midsession, the dollar was quoted at Y123.50, around Y1 above earlier lows and Friday's prevailing level, and at DM1.7450 compared with a session low of DM1.7360.

Stock analysts were somewhat disappointed by the market's inability to claw back some ground after last week's substantial losses of more than

substantial losses of more than 78 points on the Dow index. Equity investors continued to worry about the potential for further weakness in the dollar, the trade balance and evidence in the last set of

siderable economic strength. Among blue chip issues. International Business Machines added \$% to \$117 by midsession yesterday, Merck was \$% lower at \$55% and

General Electric slipped \$% to

\$44%. Interco dropped \$1% to \$66% after an investor group headed by the Rales Brothers of Washington DC, threatened over the weekend to cancel its \$74 a share hostile takeover bid for the company if it failed to pro-vide non-public financial information or to start acquisition

talks by tomorrow.

Control Data dropped \$1% to \$17% after the company said it may record a fourth quarter loss which would nearly equal its earnings for the first three

Air Cargo Equipment added \$% to \$9 in over-the-counter trading after Omni Holding of Switzerland said it intended to sweeten its takeover offer to \$9.50 a share from \$8.50. This would outstrip an offer made by Zero Corp worth \$8.50 a share which has already received a favourable recommendation from Air Cargo's

Phonemate, also on the OTC market, added \$1 1/2 to \$6 after Asahi of Japan, which owns about 2.2m of its shares, offered to buy the rest for \$6.50

Canada

ONLY pipeline and utilities groups showed improvement in Toronto as share prices declined in sluggish trading. The composite index lost 5.90 to 3,225.20 at midession with falls outpacing advances by 325 to 140 on a volume of 7.9m

Total Petroleum gained C\$1/4

EUROPE

Support for dollar helps pare equity losses

over the day and the positive opening on Wall Street helped-reduce losses in those European markets that were still open, but most bourses still had a sad day in low volumes, writes Our Markets Staff.

FRANKFURT recovered from a weak opening to close higher on a late surge of buying prompted by international sup-port for the beleagured dollar. The midday fixing of the dollar in Frankfurt at over DM1.75 undoubtedly helped senti-ment." said a dealer. At mid-session the FAZ, down 0.8 at 518.7, reflected the early weak-ness, while at the close the DAX was 9.66 better at 1,262.84 on turnover worth a low

Chemical group Hoechst rose strongly throughout the day in anticipation of a sharp improvement in profits. The shares ended DM2.80 higher at DM291.30, and after trading Hoechst met the market's expectations with a 34 per cent rise in nine-month profits to

Siemens, the country's largest electronics group, climbed DM4.20 to DM473 as investors

forecast that Siemens will report profits of about

Insurer Aachener und Münchener advanced DM2 to DM802 on the news that it and Italian insurer La Fondiaria had each acquired a 25 per cent plus one share stake in Volksfürsorge, the insurance com-pany owned by West Ger-

PARIS had double the trou-ble of other bourses given that it was closed on Friday, and caught up by dropping 2 per cent in morning trading. Last week's losses on Wall

Street and in the dollar affected most stocks, although volumes were low and trading was generally quiet. The upcoming release of the US trade figures, due tomorrow, and French inflation data, due on Thursday, also curtailed activity and the CAC General index fell 5.2 to 390.4. The OMF 50 index dropped 5.74 to 405.99. Locks and security systems company Fichet-Bauche, a sec-ond line stock, was hardest hit,

plummetting FFr104, or 9.7 per cent. to FFr970, on volume of about 5,400 shares. CCF, the third most active stock with bought the stock before today's annual figures. Local analysts FFr170.10.

Holding company Navigation Mixte fell FFr19 to FFr1,225 –

with over 32,000 shares dealt -amid news that Abeille and a subsidiary had boosted their stakes to a total of 5.39 per cent, and Crédit Lyonnais had taken its stake to 5 per cent. The news was interpreted as meaning Navigation wanted to ward off a takeover or stakebuilding, said an analyst in

MILAN dropped almost 3 per cent with dealers worried by Friday's large fall on Wali Street and last week's dollar weakness. But sporadic late buying raised hopes of a raily later in the week. "We may see some cheap buying if the dollar shows signs of a recovery," said one London dealer. The Comit index closed 16.49 weaker at 575.09.

Among industrial blue-chips, Fiat dropped L330 to L9.940. Insurer La Fondiaria closed L1,690 weaker at L66,800 after acquiring a stake in German insurer Volksfürsorge. Rein-surer Ras fell L1,790 to L42,200 on lack of support after last week's buyer of large lines of the stock failed to reappear. AMSTERDAM saw shares

marked down in line with over-

seas markets. Although the

Anglo-Dutch group Unilever's announcement of a 14 per cent jump in third quarter

dollar's steadiness over the day

helped export-oriented stocks,

the CBS all-share index closed

0.2 lower at 97.1 on light turn-

profits to £410m - above local analysts' forecasts - failed to stimulate demand for the stock, and the shares closed Fl. 1.10 weaker at Fl 114.20. MADRID closed before Wall Street's firm opening and the steady pick-up in the dollar, and so ended weaker on the day. The general index lost 3.90 to 285.57 with volumes on the

low side again. Banks led the way down, with Popular off 29 points at 1,876 per cent of nominal market value. ZURICH was marked down

across the board in early trad-ing as dealers continued to adjust their positions. Little institutional or foreign selling was seen, according to one analyst. Sentiment improved over the

session in line with the dollar's improvement, cutting the day's losses, and the Crédit Suisse index fell 0.9 to 486.7. Chemicals group Ciba-Geigy, which announced a \$20m

investment in biotechnology company Chiron of San Francisco, saw its bearers ease SFr40 to SFr3.250. BRUSSELS closed lower

across the board as profit-tak-ing set in after Wall Street's fall on Friday. The cash mar-ket index fell 52.5 to 5,323.9 in

moderate trading.
Engineer Acec was among the biggest losers falling BFr42 to BFr666 amid speculation that it may have to be recapi-talised after its parent, Societé Genérale de Belgique, announced it was putting cash into two troubled units.

STOCKHOLM was knocked by currency concerns, and the Affärsvärlden index lost 14.6 to 936.3 in low turnover. Some bargain-hunting was seen ards the close

SOUTH AFRICA

GOLD shares closed lower as the gold price held steady at about \$420 an ounce. Vaal Reefs was down R2 at R277 and Southvaal eased R1 to R110. Financial minings were lower while industrials were mixed.

ASIA PACIFIC

Nikkei to another record

Tokyo

A NOTABLE return of investor confidence in equities helped share prices gain on a broad front and lifted the Nikkei index to a record high, writes Michigo Nakamato in Tokyo.

The Nikkei average rose to a new peak of 28,520.90, having opened even higher at 28,531.47. The low reached during the specion was 28,407.48.

ing the session was 28,402.48.
As is common on the first trading day of the week, volume fell to 582.4m shares from 942.7m on Friday. The TOPIX index of all listed shares gained 6.72 points to 2,219.69 and in later trading in London.

the ISE/Nikkel 50 index added 1.07 to 1,791.99. "The Tokyo market is yet again defying foreign expectaagain derying foreign expecta-tions," said one salesman. The market managed to scale a new high in spite of the gen-eral assumption that it would not do so while the Japanese Emperor was on his deathbed, and in the face of considerable

losses on Wall Street. The strength of the Tokyo market yesterday was an indi-cation of its resilience and a new-found confidence in its own ability to survive whatever weakness there was on Wall Street, the salesman

Analysts generally agree that the Tokyo market has a much more bullish tone. The recent shift from a very conspicuous concentration on designated market leaders, such as the large capital steels and property asset stocks, to a wider range of issues indicated that investors had regained confidence in equities to a significant degree.

Foreigners have also recently increased their buying activity, presumably on the realisation that they would do better to increase yen assets and scale down dollar assets. Stocks that gained yesterday were largely those that have lagged and those bought for speculative reasons.

Buying focused largely on issues that have not risen since they posted high gains, particularly in those sectors representing domestic consumption. Ajinomoto, the largest integrated food processor in Japan. famous as the maker of monosodium glutamate, increased Products in Osaka gained Y190 Y160 to Y2,760. Kirin Brewery added Y70 to Y1,860 and Kao, a leading

household products maker, rose Y50 to Y1,730. Sekisui House, Japan's largest home-builder, gained Y50 to Y1.850. Japan Air Lines and All Nippon Airways also advanced on the belief that the Japanese

will increase their leisure activities. JAL rose Y200 to Y15,000 and ANA increased Y40 to Y1,800. The volume leaders yester-day staged a mediocre perfor-mance. Nippon Steel, top in volume at 22.2m shares, dropped Y3 to Y868 while Nippon Yusen, second at 20.5m shares, lost Y5 to Y888. NKK, the third most actively traded

sue at 20m shares, added only Y2 to Y882. Among issues that rose on specific news, Nissan Construction, Nichii, the supermarket chain, and Hitachi Zosen, the shipbuilding company, all firmed after Nichii announced that it would now here to be a supermarket of the supermarket of the state of the supermarket of the superm that it would purchase from the Hitachi Zosen group 36.7 per cent of outstanding shares in Nissan Construction at Y650

per share per share.

Nissan Construction
advanced Y100 to Y627. Hitachi
Zosen rose Y13 to Y594 before
closing lower at Y571. Nichti
increased Y40 to Y2,320. Interest in Nichti also followed a
report by a government panel
calling for the relaxation of
regulations on large-scale

regulations on large-scale Dai Nippon Toryo, the third largest paint maker in Japan, rose Y77 to Y957 amid rumours that it has developed a special paint that can be used for redevelopment projects along Tokyo's waterfront, a very popular market theme. It is also said that the company is being cornered by a speculative group. Such groups often buy shares to push the price of a targetted issue up and make huge profits in capital gains, or to greenmail the company to buy back their shares at

flated prices Trading in Osaka was buoyant as buying centred on lag-gards in domestic demand issues. The OSE average rose 113.49 to 26,057.40. Volume, however, was significantly lower at 50.9m compared with 80.4m on Friday. Nisshin Food

Roundup

FRIDAY'S large fall on Wall Street weighed heavily on investors as the Asia Pacific markets reopened yesterday, and most indices closed

sharply lower, in spite of the Nikkei's record high.

AUSTRALIA, with time over the weekend to digest the implications of Wall Street's 47-point fall on Friday, never recovered from a week opening. recovered from a weak opening and, in spite of Tokyo's strength, all sectors closed well down on the day. The firmness of the Australian dollar and high domestic interest rates added to the bearish mood and by the end of trading the All Ordinaries index was 31.3 lower at 1,526.9 on turnover of

lower at 1,526.9 on turnover of 100m shares worth A\$184m.
"There was no panic," said one analyst, "but there was a lot of local and overseas selling, while buyers pulled back to find new levels." Industrial stocks were hardest hit, with News Corp down 30 cents at A\$10.10, FAI 26 cents off at A\$16.2 and Coles Myer 25 cents A\$3.62 and Coles Myer 25 cents weaker at A\$10.00.

TNT dropped 28 cents to A\$4.62 after reporting first quarter results late on Friday which showed a rise in net profits of 15 per cent to A254.4m.

HONG KONG was another market weaker on the back of Wall Street's fall. With Tokyo's strength failing to stimulate buying interest, the Hang Seng index fell 45.75 to 2,737.99

Allied Properties went against the wider market trend, closing 5 cents higher at HK\$3.625 to maintain its recent momentum. Associated Hotels closed 2% cents higher at HK\$2.425 after improved

interim results.
SINGAPORE lacked buying interest and, with New York's weakness in mind, the Straits Times industrial index fell 12.38 to 1,002.65 in light turnover of just 13m shares.

TAIWAN continued its recent run of strength, with the weighted index breaking through the 6,900 level before late selling brought it back to close at 6,863.97, up 103.49.

Privatisations prove to be a fillip

Judy Dempsey looks at the re-awakening of the Vienna bourse

ustria's bankers, insti-tutional and small investors are holding their breath for the outcome of a crucial meeting taking place

tomorrow morning. The meeting involves Mr Ferdinand Lacina, the Aus-trian Finance Minister, Mr Robert Graf. the Minister for the Economy and Mr Walter Fremuth, chairman of the Ver-Fremuth, chairman of the verbund, the country's giant utility which supplies about half of Austria's electricity. The theme: the price at which the Verbund will be issued to the public for its partial privatisation on December 12.

The figure is expected to fall

The figure is expected to fall somewhere between Sch335 (\$27) and Sch375. The Verbund wants the price at around Sch350. The Government, bearing in mind its large budget deficit of Sch70bn, would prefer the top end of the range.

Whatever the price, the decision will end what amounted to one of the most sophisticated and almost certainly one of the most successful marketing campaigns ever aimed at

NATIONAL AND REGIONAL MARKETS

Figures in parentheses show number of stocks per grouping

Australia (91).

Austria (17) ... Beigium (63) Canada (125)

Finland (26)

Finland (26)
France (130).
West Germany (102).
Hong Kong (46).
Ireland (18)
Italy (100).
Japan (456).
Malaysia (36).
Mexico (13)

Netherland (38),, New Zealand (25) Norway (25).....

South Africa (60). Spain (42)...... Sweden (35).....

Europe (1011).

Pacific Basin (680)

Euro-Pacific (1691)..... North America (702).... Europe Ex. UK (691).... Pacific Ex. Japan (224)... World Ex. US (1889)....

World Ex. Japan (2010)....

Swi(zerland (56).... United Kingdom (320). USA (577)....

expanding Austria's small capi-tal markets - and at the same time, at attracting the shy,

small investor.

The omens for the Verbund's listing look good, thanks largely to a steady recent rise in the bourse's index.

The Credit Aktien index, which last week slipped along with other world markets in reaction to the US president in reactions has put on a strong elections, has put on a strong 14 per cent since the start of August to reach about 223.

Over the past few weeks, the index has risen steadily to new highs for the year and now stands well above the 1988 low of 163.98 seen in February. The market's capitalisation

has risen to more than Sch104.8bn, helped over the past month by the listing of a 20 per cent chunk, worth Sch520m, of Vorarlberger Kraftwerke AG, a small but profitable utilities company in western Austria. The sale of 49 per cent of the Verbund will boost liquidity by an additional

Along with the new listings,

FRIDAY NOVEMBER 11 1988

Sterling Index

124.09 80.31

105.50 91.42 69.96 86.43 107.14 70.82 149.40 114.07 89.48 60.64 99.79 98.72 100.98 124.42 108.98 69.20 112.26 89.32

93.80 145.86 125.04 89.62 82.17

+1.0 +0.7

+0.3 +2.7 +1.9 -1.9 +0.6 +0.7 +1.9 +0.7 -1.0

Dollar Index

151.96 98.34 134.26 116.60 148.21 129.19 111.95 85.67 105.84 131.20 86.73 139.69 168.71 109.57 74.25 122.20 123.66 152.36 153.36 84.74 137.47 137.47

178.61 153.12 109.74 100.61 126.59 151.56 135.18 135.43 112.47

several factors appear to be behind the re-awakening of the

Vienna bourse. One is renewed foreign buying in what was once considered a sleepy and dull stock

THURSDAY NOVEMBER 10 1988

124.24

80.61

104.63 91.18 70.56

87.09 107.20 70.82 146.92 115.19 136.89 90.54 101.13 .99.40 100.90 125.13

109.94 69.73 113.67 92.14

94.56 143.60 123.99 92.38 82.54 103.77 122.83 110.76 111.07

111.01

The increase in overseas The increase in overseas demand is highlighted by the continuing sharp rise in Montana, the successful Austrian group specialising in financial services, mining and biochemical products. The stock has more than doubled since March, to Sch24,000 from Sch11,000. The jump, in which foreign investors have played foreign investors have played no small part, is related to the favourable outcome of a court

case and the underperformance of the shares. The size of the Verbund's foreign tranche shows the trend is continuing. About 2m of the 15.1m shares on offer have been allocated to foreign investors. The Government reserves the right, however, to claw back 500,000 shares if domestic demand requires it. Second, a clutch of new list-ings has given the exchange a tal markets.

FT-ACTUARIES WORLD INDICES

Jointly compiled by The Financial Times Limited, Goldman, Sachs & Co., and County NatWest/Wood Mackenzie in conjunction with the Institute of Actuaries and the Faculty of Actuaries

Currency Index

108.72 109.32 99.19 132.33 119.57 76.44 112.26 109.37

99.53 139.37 123.50 109.01 91.81 108.33 122.71 118.81 118.31 105.90

Gross Div. Yield

150.51 97.66

132.63 117.45 148.16 126.76 110.76 85.48 105.50 129.86 85.79 177.98 139.55 165.83 109.68 73.83 122.51

122.51 120.41 122.23 151.58 133.19 84.47 137.71 111.62

114.55

114.55 173.96 150.21 111.91 99.98 125.70 148.80 134.18 134.55 113.59

2.32 134.48

4.30 2.42 4.36 2.23 1.50 2.41 4.18 2.40 0.59 8.129 5.04 6.37 2.48 4.59 2.39 2.21 4.50 3.70

3.73 0.74 1.65 3.68 2.96 4.42 1.72 2.08 2.30 3.74

Austria

FT~A World Index (Schilling)

much needed fillip, thanks to the Government's plans to privatise chunks of state-run industry - although the state retains a 51 per cent stake. Third, the new tax reform assed earlier this year and coming into force on January 1, is expected to have an impact on the equity and capi-

DOLLAR INDEX

91.16 83.72 99.14 107.06 111.42 106.78 72.77 67.78 84.90 104.60 107.83

90,07 95,23 64,42 98,55 97,99 98,26 130,73

96.92 74.13 120.66 99.19

120.26 111.77

152.31 98.34 128.91 148.99 139.89 131.53 87.49 111.85 86.73 182.93 154.17 180.07 111.05 132.23 135.89 135.89 135.89 141.18

115.55

114.86 178.61 153.12 116.07 100.61 128.27 151.56 135.18 135.43 115.54

118.73 89.15 121.35 104.18 136.83 110.96 104.09 78.10 105.77 120.42 83.87 139.45 143.87

61.34 109.54 109.20 99.88 133.32

120.62 77.35 113.67

100.46 137.16 122.48 111.18 92.42 108.41 121.77 118.78 118.41 107.49

94.85 90.77 101.55 102.38 110.52

83.21 76.75 84.90 107.424 135.19 102.59 97.55 77.82 114.65 97.57 121.49 123.23 98.30 82.87 120.39

84.93 89.88 117.99 110.53

All these Bonds have been sold. This announcement appears as a matter of record only.



(Incorporated in England under the Building Societies Act 1986)

FF 800.000.000 9% per cent. Bonds due 1993 Issue Price: 101% per cent.

Crédit Lyonnais

BNP Capital Markets Limited

Caisse des Dépôts et Consignations

Crédit Commercial de France

Kleinwort Benson Limited

J.P. Morgan & Cie S.A.

SBCI Swiss Bank Corporation Investment banking

Barclays de Zoete Wedd Limited Commerzbank Aktiengesellschaft Dresdner Bank Aktiengesellschaft Mitsubishi Finance International Limited

Bankers Trust International Limited Banque Bruxelles Lambert S.A. Banque Paribas Capital Markets Limited Bayerische Landesbank Girozentrale Chase Investment Bank Credit Suisse First Boston Limited Daiwa Europe Limited LTCB International Limited Merrill Lynch International & Co. Shearson Lehman Hutton International Société Générale S.G. Warburg Securities Westdeutsche Landesbank Girozentrale

September 26, 1988

+0.7 110.54 118.18

Base values: Dec 31, 1986 = 100; Finland: Dec 31, 1987 = 115 037 (US S Index), 90.791 (Pound Sterling) and 94.94 (Local), Copyright. The Financial Times Limited. Goldman, Sachs & Co., and County NatWest Securities Limited, 1987 Markets closed on November 11: Belgium and France.

Latest prices were unavailable for this edition.